
State: District of Columbia **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC05I Individual Long Term Care - Nursing Home & Home Care/LTC05I.001 Qualified
Product Name: 2002 LTC Product
Project Name/Number: 2014 LTC Rate Increase/

Filing at a Glance

Company: CMFG Life Insurance Company
Product Name: 2002 LTC Product
State: District of Columbia
TOI: LTC05I Individual Long Term Care - Nursing Home & Home Care
Sub-TOI: LTC05I.001 Qualified
Filing Type: Rate
Date Submitted: 07/01/2014
SERFF Tr Num: CUNA-129618072
SERFF Status: Assigned
State Tr Num:
State Status:
Co Tr Num: 2002-LTC-FAC

Implementation: On Approval
Date Requested:
Author(s): Kari Hamrick, Kathy Strauser, Kimberly Steggall, Jacquie Crader
Reviewer(s): John Morgan (primary), Alula Selassie
Disposition Date:
Disposition Status:
Implementation Date:

State Filing Description:

State: District of Columbia **Filing Company:** CMFG Life Insurance Company
TOI/Sub-TOI: LTC05I Individual Long Term Care - Nursing Home & Home Care/LTC05I.001 Qualified
Product Name: 2002 LTC Product
Project Name/Number: 2014 LTC Rate Increase/

General Information

Project Name: 2014 LTC Rate Increase
Project Number:
Requested Filing Mode: Review & Approval
Explanation for Combination/Other:
Submission Type: New Submission
Overall Rate Impact: 10%

Status of Filing in Domicile:
Date Approved in Domicile:
Domicile Status Comments:
Market Type: Individual
Individual Market Type:
Filing Status Changed: 07/03/2014
State Status Changed:
Created By: Kimberly Steggall
Corresponding Filing Tracking Number:

Deemer Date:
Submitted By: Kimberly Steggall

Filing Description:

The purpose of this filing is to request a 10% rate increase on our Long Term Care insurance policy forms 2002-LTC-FAC, 2002-LTCR-HCC and associated riders, which was approved by the Department on August 30, 2002.

CMFG Life is seeking rate increases on its Long Term Care Insurance (LTC) products because current estimates of lifetime loss ratios are in excess of expected. Persistency experience is the primary driver of our higher-than-expected loss ratios. Although morbidity projections are also less favorable than expected in original pricing, the overwhelming issues are lower lapse and mortality rates; as a result, the Company will ultimately pay out much more in claims than was originally expected. We are projecting lifetime loss ratios far in excess of what was assumed when the product was priced.

CMFG Life has requested or intends to request at least a 50% rate increase on all LTC plans in all states and the District of Columbia. In states where the entire increase is not acceptable all at one time, an additional rate increase will be requested in successive years.

CMFG Life no longer markets proprietary Long Term Care insurance in any state.

Once state approval is received, action will be taken to implement the rate increase in a timely manner. We will offer affected policyowners some alternative options to reduce their benefits in order to possibly maintain their current premium levels.

Attached to the Supporting Documentation tab is the actuarial memorandum with corresponding appendices to support this request. Also attached to the Rate/Rule Schedule tab is a new rate table for this form, with a 10% increase applied.

Thank you for your time in reviewing this submission.

Company and Contact

Filing Contact Information

Kimberly Steggall, Consultant, Ethics & Compliance	kimberly.steggall@cunamutual.com
2000 Heritage Way	319-483-3082 [Phone]
Waverly, IA 50677	319-483-3500 [FAX]

State: District of Columbia**Filing Company:** CMFG Life Insurance Company**TOI/Sub-TOI:** LTC05I Individual Long Term Care - Nursing Home & Home Care/LTC05I.001 Qualified**Product Name:** 2002 LTC Product**Project Name/Number:** 2014 LTC Rate Increase/**Filing Company Information**

CMFG Life Insurance Company

CoCode: 62626

State of Domicile: Iowa

2000 Heritage Way

Group Code: 306

Company Type:

Waverly, IA 50677

Group Name:

State ID Number:

(319) 352-4090 ext. [Phone]

FEIN Number: 39-0230590

Filing Fees

Fee Required? No

Retaliatory? No

Fee Explanation:

State:	District of Columbia	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC05I Individual Long Term Care - Nursing Home & Home Care/LTC05I.001 Qualified		
Product Name:	2002 LTC Product		
Project Name/Number:	2014 LTC Rate Increase/		

Rate Information

Rate data applies to filing.

Filing Method:	Review & Approval
Rate Change Type:	Increase
Overall Percentage of Last Rate Revision:	%
Effective Date of Last Rate Revision:	
Filing Method of Last Filing:	

Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	Number of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
CMFG Life Insurance Company	82.000%	10.000%	\$19,718	105	\$197,182	10.000%	10.000%

State:	District of Columbia	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC05I Individual Long Term Care - Nursing Home & Home Care/LTC05I.001 Qualified		
Product Name:	2002 LTC Product		
Project Name/Number:	2014 LTC Rate Increase/		

Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		2002 LTC New Rates	2002-LTC-FAC, 2002-LTCR-HCC	Revised	Previous State Filing Number: Percent Rate Change Request: 10	DC LTC 2002 New Rates 10.pdf,

CMFG Life Insurance Company
Individual Long Term Care
Forms 2002-LTC-FAC & 2002-LTCR-HCC

MODAL PREMIUM FACTORS

<u>Premium Mode</u>	<u>Factor</u>
Annual	1.0000
Semi-Annual	0.5200
Quarterly	0.2700
Quarterly (Credit Union Deductions Only)	0.2350
Monthly	0.0900
Semi-Monthly	0.0450
Bi-Weekly	0.0415

Level modal premiums are obtained by multiplying the level annual premiums by the appropriate factor given above. Modal factors are derived using interest and lapsation.

SUBSTANDARD PREMIUM RATE FACTORS

Underwriting selection is primarily on an accept or decline basis. However, there are certain medical conditions that will be accepted on a substandard basis. The extra gross premium charged will be either an additional 25, 50 or 100 percent of the standard premium. Full protection will be provided; there will be no waiver of any condition.

**Nursing Facility Only Coverage
90 Day Elimination Period**

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

<u>Issue Age</u>	<u>1 Year</u>	<u>2 Year</u>	<u>3 Year</u>	<u>4 Year</u>	<u>5 Year</u>	<u>Lifetime</u>
18-29	\$6.60	\$7.70	\$8.80	\$9.90	\$9.90	\$14.30
30-34	7.70	9.90	12.10	13.20	14.30	19.80
35-39	8.80	12.10	14.30	16.50	17.60	25.30
40-44	11.00	15.40	17.60	19.80	22.00	31.90
45	12.10	16.50	20.90	23.10	25.30	35.20
46	12.10	17.60	20.90	24.20	26.40	37.40
47	13.20	18.70	22.00	25.30	27.50	38.50
48	13.20	18.70	23.10	26.40	28.60	39.60
49	13.20	19.80	24.20	27.50	29.70	41.80
50	14.30	20.90	25.30	28.60	30.80	42.90
51	14.30	20.90	26.40	29.70	31.90	45.10
52	15.40	22.00	27.50	30.80	33.00	47.30
53	15.40	23.10	28.60	31.90	35.20	49.50
54	16.50	24.20	29.70	34.10	37.40	51.70
55	17.60	26.40	31.90	36.30	39.60	55.00
56	18.70	27.50	34.10	38.50	41.80	59.40
57	19.80	29.70	37.40	41.80	46.20	63.80
58	20.90	33.00	40.70	45.10	49.50	69.30
59	23.10	35.20	42.90	49.50	53.90	74.80
60	24.20	37.40	47.30	52.80	58.30	81.40
61	26.40	40.70	50.60	57.20	61.60	86.90
62	27.50	42.90	53.90	60.50	66.00	92.40
63	28.60	45.10	57.20	64.90	70.40	99.00
64	30.80	48.40	61.60	69.30	75.90	105.60
65	33.00	52.80	66.00	74.80	81.40	113.30
66	36.30	57.20	71.50	81.40	89.10	123.20
67	38.50	61.60	77.00	88.00	95.70	133.10
68	41.80	67.10	83.60	95.70	104.50	144.10
69	46.20	72.60	91.30	104.50	113.30	155.10
70	49.50	79.20	99.00	113.30	122.10	168.30
71	53.90	84.70	106.70	122.10	132.00	181.50
72	57.20	91.30	115.50	132.00	143.00	194.70
73	61.60	99.00	124.30	141.90	154.00	209.00
74	67.10	106.70	134.20	152.90	166.10	224.40
75	72.60	115.50	146.30	166.10	180.40	242.00
76	78.10	125.40	157.30	179.30	193.60	260.70
77	83.60	134.20	169.40	192.50	207.90	278.30
78	90.20	145.20	182.60	207.90	224.40	299.20
79	97.90	157.30	199.10	225.50	243.10	323.40
80	108.90	173.80	218.90	247.50	267.30	354.20
81	121.00	193.60	243.10	275.00	297.00	392.70
82	134.20	215.60	270.60	306.90	331.10	436.70
83	149.60	239.80	301.40	341.00	367.40	485.10
84	166.10	267.30	334.40	378.40	407.00	536.80
85	184.80	294.80	369.60	416.90	448.80	591.80
86	203.50	324.50	404.80	455.40	490.60	646.80
87	224.40	354.20	440.00	495.00	532.40	702.90
88	245.30	386.10	478.50	536.80	577.50	763.40
89	269.50	422.40	521.40	583.00	628.10	829.40
90	297.00	462.00	568.70	634.70	683.10	904.20

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
Preferred: Multiply by .9
Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day 1.12
60 Days 1.05
90 Days 1.00
180 Days 0.89

Nursing Facility with 50% Home Health Care Coverage
90 Day Elimination Period

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

<u>Issue Age</u>	<u>1 Year</u>	<u>2 Year</u>	<u>3 Year</u>	<u>4 Year</u>	<u>5 Year</u>	<u>Lifetime</u>
18-29	\$7.70	\$8.80	\$11.00	\$12.10	\$12.10	\$17.60
30-34	9.90	12.10	14.30	16.50	17.60	24.20
35-39	11.00	15.40	18.70	20.90	22.00	31.90
40-44	13.20	18.70	23.10	25.30	27.50	39.60
45	15.40	22.00	26.40	29.70	31.90	46.20
46	15.40	23.10	27.50	30.80	33.00	47.30
47	16.50	23.10	28.60	31.90	35.20	49.50
48	16.50	24.20	29.70	34.10	36.30	51.70
49	17.60	25.30	30.80	35.20	38.50	53.90
50	18.70	26.40	33.00	37.40	39.60	56.10
51	18.70	27.50	34.10	38.50	41.80	59.40
52	19.80	29.70	35.20	40.70	44.00	61.60
53	20.90	30.80	37.40	41.80	46.20	64.90
54	22.00	31.90	39.60	45.10	48.40	68.20
55	23.10	34.10	41.80	47.30	51.70	72.60
56	24.20	36.30	45.10	51.70	56.10	78.10
57	26.40	39.60	49.50	56.10	60.50	84.70
58	28.60	42.90	52.80	60.50	66.00	92.40
59	30.80	46.20	58.30	66.00	71.50	100.10
60	33.00	50.60	62.70	71.50	77.00	108.90
61	35.20	53.90	67.10	77.00	83.60	116.60
62	37.40	58.30	72.60	82.50	89.10	125.40
63	40.70	62.70	78.10	89.10	95.70	134.20
64	42.90	67.10	83.60	95.70	103.40	145.20
65	47.30	72.60	91.30	104.50	113.30	157.30
66	51.70	80.30	100.10	113.30	123.20	171.60
67	56.10	86.90	108.90	124.30	134.20	188.10
68	61.60	95.70	119.90	136.40	147.40	204.60
69	67.10	104.50	130.90	148.50	160.60	224.40
70	73.70	114.40	143.00	162.80	176.00	244.20
71	80.30	125.40	156.20	178.20	192.50	266.20
72	86.90	136.40	170.50	193.60	209.00	288.20
73	93.50	147.40	184.80	210.10	226.60	311.30
74	102.30	161.70	202.40	228.80	247.50	338.80
75	112.20	177.10	222.20	251.90	270.60	369.60
76	123.20	193.60	243.10	275.00	295.90	403.70
77	134.20	211.20	264.00	299.20	322.30	437.80
78	146.30	231.00	289.30	326.70	350.90	477.40
79	161.70	255.20	319.00	360.80	388.30	526.90
80	181.50	287.10	358.60	404.80	434.50	590.70
81	205.70	325.60	407.00	458.70	491.70	671.00
82	233.20	370.70	463.10	521.40	558.80	763.40
83	264.00	420.20	525.80	591.80	632.50	866.80
84	298.10	475.20	594.00	666.60	712.80	980.10
85	334.40	533.50	665.50	746.90	797.50	1,102.20
86	371.80	594.00	740.30	827.20	883.30	1,227.60
87	412.50	656.70	816.20	911.90	972.40	1,358.50
88	455.40	724.90	899.80	1,002.10	1,068.10	1,500.40
89	503.80	801.90	992.20	1,102.20	1,175.90	1,659.90
90	559.90	891.00	1,100.00	1,217.70	1,298.00	1,844.70

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
Preferred: Multiply by .9
Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day	1.12
60 Days	1.05
90 Days	1.00
180 Days	0.89

**Nursing Facility with 75% Home Health Care Coverage
90 Day Elimination Period**

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

<u>Issue Age</u>	<u>1 Year</u>	<u>2 Year</u>	<u>3 Year</u>	<u>4 Year</u>	<u>5 Year</u>	<u>Lifetime</u>
18-29	\$7.70	\$9.90	\$11.00	\$12.10	\$13.20	\$18.70
30-34	9.90	13.20	15.40	17.60	18.70	26.40
35-39	12.10	16.50	19.80	22.00	24.20	34.10
40-44	14.30	19.80	24.20	27.50	30.80	44.00
45	16.50	23.10	28.60	31.90	35.20	50.60
46	16.50	24.20	29.70	34.10	36.30	52.80
47	17.60	25.30	30.80	35.20	38.50	55.00
48	17.60	26.40	31.90	36.30	39.60	57.20
49	18.70	27.50	34.10	38.50	41.80	59.40
50	19.80	28.60	35.20	40.70	44.00	62.70
51	19.80	29.70	37.40	41.80	46.20	64.90
52	20.90	30.80	38.50	44.00	48.40	68.20
53	22.00	33.00	40.70	46.20	50.60	71.50
54	23.10	34.10	42.90	48.40	52.80	75.90
55	24.20	36.30	45.10	51.70	57.20	80.30
56	26.40	39.60	49.50	56.10	61.60	86.90
57	27.50	42.90	52.80	60.50	66.00	94.60
58	29.70	46.20	58.30	66.00	72.60	102.30
59	33.00	50.60	62.70	71.50	78.10	111.10
60	35.20	53.90	68.20	78.10	85.80	121.00
61	37.40	58.30	73.70	84.70	92.40	130.90
62	40.70	62.70	79.20	90.20	99.00	139.70
63	42.90	67.10	84.70	97.90	106.70	150.70
64	46.20	72.60	92.40	105.60	115.50	162.80
65	50.60	79.20	100.10	115.50	126.50	177.10
66	55.00	86.90	110.00	126.50	138.60	193.60
67	60.50	94.60	119.90	138.60	150.70	212.30
68	66.00	103.40	132.00	151.80	165.00	232.10
69	71.50	113.30	144.10	166.10	181.50	254.10
70	79.20	125.40	158.40	182.60	199.10	278.30
71	85.80	136.40	172.70	199.10	217.80	303.60
72	93.50	148.50	188.10	216.70	236.50	328.90
73	101.20	161.70	205.70	235.40	257.40	356.40
74	111.10	177.10	224.40	258.50	281.60	388.30
75	122.10	194.70	247.50	283.80	309.10	425.70
76	133.10	213.40	270.60	311.30	338.80	466.40
77	145.20	233.20	295.90	339.90	369.60	507.10
78	159.50	255.20	324.50	371.80	404.80	555.50
79	176.00	282.70	359.70	412.50	448.80	614.90
80	198.00	317.90	404.80	464.20	504.90	693.00
81	224.40	361.90	460.90	528.00	574.20	790.90
82	255.20	412.50	525.80	602.80	654.50	903.10
83	288.20	468.60	598.40	685.30	743.60	1,028.50
84	325.60	530.20	677.60	774.40	839.30	1,166.00
85	365.20	595.10	760.10	869.00	941.60	1,314.50
86	407.00	663.30	845.90	964.70	1,045.00	1,468.50
87	449.90	732.60	933.90	1,063.70	1,151.70	1,628.00
88	496.10	808.50	1,028.50	1,169.30	1,266.10	1,801.80
89	548.90	893.20	1,135.20	1,289.20	1,394.80	1,998.70
90	609.40	991.10	1,258.40	1,425.60	1,542.20	2,225.30

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
Preferred: Multiply by .9
Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day	1.12
60 Days	1.05
90 Days	1.00
180 Days	0.89

Nursing Facility with 100% Home Health Care Coverage
90 Day Elimination Period

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

<u>Issue Age</u>	<u>1 Year</u>	<u>2 Year</u>	<u>3 Year</u>	<u>4 Year</u>	<u>5 Year</u>	<u>Lifetime</u>
18-29	\$7.70	\$9.90	\$12.10	\$13.20	\$14.30	\$20.90
30-34	9.90	13.20	16.50	17.60	19.80	28.60
35-39	12.10	17.60	20.90	23.10	25.30	38.50
40-44	15.40	22.00	26.40	29.70	33.00	48.40
45	16.50	24.20	30.80	35.20	38.50	56.10
46	17.60	25.30	31.90	36.30	39.60	59.40
47	18.70	26.40	33.00	38.50	41.80	61.60
48	18.70	27.50	34.10	39.60	42.90	63.80
49	19.80	29.70	36.30	41.80	45.10	67.10
50	20.90	30.80	37.40	44.00	47.30	70.40
51	20.90	31.90	39.60	45.10	49.50	73.70
52	22.00	33.00	41.80	47.30	52.80	75.90
53	23.10	35.20	44.00	50.60	55.00	80.30
54	24.20	36.30	46.20	52.80	58.30	84.70
55	25.30	39.60	49.50	56.10	61.60	90.20
56	27.50	41.80	52.80	61.60	67.10	97.90
57	29.70	45.10	57.20	66.00	72.60	105.60
58	31.90	49.50	62.70	71.50	79.20	115.50
59	34.10	53.90	68.20	78.10	85.80	125.40
60	37.40	58.30	73.70	84.70	93.50	136.40
61	39.60	62.70	79.20	92.40	101.20	147.40
62	42.90	67.10	85.80	99.00	108.90	158.40
63	46.20	72.60	92.40	106.70	117.70	170.50
64	49.50	78.10	100.10	116.60	127.60	184.80
65	53.90	85.80	108.90	126.50	139.70	202.40
66	58.30	93.50	119.90	138.60	152.90	221.10
67	63.80	102.30	130.90	151.80	168.30	243.10
68	70.40	112.20	143.00	167.20	183.70	266.20
69	77.00	123.20	157.30	183.70	202.40	292.60
70	84.70	135.30	172.70	201.30	222.20	320.10
71	92.40	147.40	189.20	221.10	243.10	349.80
72	100.10	160.60	206.80	240.90	265.10	379.50
73	108.90	174.90	225.50	261.80	288.20	412.50
74	118.80	192.50	246.40	287.10	315.70	449.90
75	130.90	211.20	272.80	316.80	348.70	496.10
76	144.10	232.10	299.20	348.70	382.80	544.50
77	157.30	254.10	327.80	380.60	419.10	594.00
78	172.70	279.40	359.70	419.10	459.80	652.30
79	191.40	310.20	399.30	465.30	511.50	726.00
80	214.50	348.70	451.00	524.70	577.50	821.70
81	244.20	398.20	514.80	599.50	657.80	940.50
82	277.20	454.30	588.50	685.30	752.40	1,078.00
83	314.60	517.00	671.00	781.00	856.90	1,233.10
84	354.20	584.10	760.10	884.40	970.20	1,402.50
85	398.20	656.70	853.60	993.30	1,090.10	1,586.20
86	443.30	731.50	949.30	1,104.40	1,212.20	1,775.40
87	489.50	807.40	1,048.30	1,218.80	1,337.60	1,973.40
88	540.10	891.00	1,156.10	1,342.00	1,472.90	2,189.00
89	596.20	984.50	1,276.00	1,479.50	1,623.60	2,434.30
90	662.20	1,091.20	1,413.50	1,637.90	1,797.40	2,718.10

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
Preferred: Multiply by .9
Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day 1.12
60 Days 1.05
90 Days 1.00
180 Days 0.89

Nursing Facility with 125% Home Health Care Coverage
90 Day Elimination Period

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

<u>Issue Age</u>	<u>1 Year</u>	<u>2 Year</u>	<u>3 Year</u>	<u>4 Year</u>	<u>5 Year</u>	<u>Lifetime</u>
18-29	\$7.70	\$11.00	\$12.10	\$13.20	\$14.30	\$22.00
30-34	11.00	14.30	16.50	19.80	20.90	31.90
35-39	13.20	17.60	22.00	25.30	27.50	41.80
40-44	15.40	23.10	28.60	31.90	35.20	55.00
45	17.60	26.40	33.00	37.40	40.70	62.70
46	18.70	27.50	34.10	39.60	42.90	66.00
47	18.70	28.60	35.20	40.70	45.10	69.30
48	19.80	29.70	37.40	42.90	47.30	71.50
49	20.90	30.80	38.50	45.10	49.50	74.80
50	22.00	31.90	40.70	47.30	51.70	79.20
51	22.00	34.10	42.90	49.50	53.90	82.50
52	23.10	35.20	44.00	51.70	57.20	85.80
53	24.20	37.40	46.20	53.90	59.40	90.20
54	25.30	38.50	49.50	57.20	62.70	95.70
55	27.50	41.80	52.80	61.60	67.10	102.30
56	28.60	45.10	57.20	66.00	72.60	110.00
57	30.80	48.40	61.60	71.50	79.20	119.90
58	34.10	52.80	67.10	78.10	85.80	129.80
59	36.30	57.20	72.60	84.70	93.50	141.90
60	39.60	61.60	79.20	92.40	102.30	154.00
61	42.90	67.10	85.80	100.10	111.10	167.20
62	45.10	71.50	92.40	107.80	119.90	180.40
63	48.40	77.00	99.00	116.60	129.80	194.70
64	52.80	83.60	107.80	126.50	140.80	211.20
65	57.20	91.30	117.70	138.60	154.00	231.00
66	62.70	100.10	128.70	151.80	168.30	254.10
67	68.20	110.00	141.90	166.10	184.80	279.40
68	74.80	119.90	155.10	182.60	203.50	306.90
69	82.50	132.00	170.50	201.30	223.30	337.70
70	90.20	145.20	188.10	221.10	246.40	370.70
71	99.00	159.50	206.80	243.10	269.50	405.90
72	107.80	173.80	225.50	265.10	293.70	441.10
73	117.70	189.20	245.30	289.30	321.20	479.60
74	128.70	207.90	269.50	316.80	352.00	524.70
75	141.90	229.90	298.10	350.90	389.40	579.70
76	156.20	253.00	327.80	386.10	429.00	639.10
77	170.50	276.10	359.70	423.50	470.80	699.60
78	187.00	303.60	394.90	466.40	518.10	771.10
79	207.90	337.70	440.00	519.20	577.50	861.30
80	233.20	381.70	497.20	587.40	653.40	979.00
81	265.10	435.60	568.70	672.10	748.00	1,125.30
82	302.50	497.20	652.30	770.00	856.90	1,294.70
83	343.20	566.50	743.60	880.00	979.00	1,485.00
84	388.30	642.40	843.70	997.70	1,109.90	1,695.10
85	435.60	721.60	949.30	1,122.00	1,249.60	1,922.80
86	484.00	803.00	1,056.00	1,248.50	1,390.40	2,160.40
87	535.70	887.70	1,167.10	1,378.30	1,535.60	2,406.80
88	590.70	979.00	1,285.90	1,518.00	1,691.80	2,677.40
89	652.30	1,081.30	1,420.10	1,675.30	1,867.80	2,985.40
90	723.80	1,199.00	1,574.10	1,855.70	2,070.20	3,345.10

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
Preferred: Multiply by .9
Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day	1.12
60 Days	1.05
90 Days	1.00
180 Days	0.89

Nursing Facility with 150% Home Health Care Coverage
90 Day Elimination Period

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

<u>Issue Age</u>	<u>1 Year</u>	<u>2 Year</u>	<u>3 Year</u>	<u>4 Year</u>	<u>5 Year</u>	<u>Lifetime</u>
18-29	\$8.80	\$11.00	\$13.20	\$14.30	\$15.40	\$24.20
30-34	11.00	14.30	17.60	19.80	22.00	34.10
35-39	13.20	18.70	23.10	26.40	28.60	46.20
40-44	16.50	23.10	29.70	34.10	37.40	59.40
45	18.70	27.50	34.10	39.60	42.90	69.30
46	18.70	28.60	35.20	40.70	45.10	72.60
47	19.80	29.70	37.40	42.90	47.30	75.90
48	20.90	30.80	38.50	45.10	49.50	79.20
49	20.90	31.90	40.70	47.30	51.70	82.50
50	22.00	34.10	42.90	49.50	55.00	85.80
51	23.10	35.20	44.00	51.70	57.20	90.20
52	24.20	36.30	46.20	53.90	60.50	94.60
53	25.30	38.50	48.40	57.20	62.70	99.00
54	26.40	40.70	51.70	60.50	67.10	104.50
55	27.50	42.90	55.00	63.80	71.50	112.20
56	29.70	46.20	59.40	69.30	77.00	121.00
57	31.90	50.60	63.80	74.80	83.60	132.00
58	35.20	55.00	69.30	81.40	91.30	143.00
59	38.50	59.40	75.90	89.10	99.00	156.20
60	40.70	64.90	82.50	96.80	107.80	170.50
61	44.00	69.30	89.10	104.50	117.70	184.80
62	47.30	74.80	96.80	113.30	126.50	199.10
63	50.60	80.30	104.50	123.20	137.50	215.60
64	55.00	88.00	113.30	133.10	149.60	234.30
65	59.40	95.70	123.20	146.30	163.90	256.30
66	64.90	104.50	135.30	160.60	179.30	282.70
67	71.50	114.40	148.50	176.00	196.90	310.20
68	78.10	125.40	163.90	193.60	216.70	342.10
69	85.80	138.60	179.30	212.30	238.70	376.20
70	94.60	151.80	198.00	234.30	262.90	414.70
71	103.40	167.20	216.70	257.40	288.20	453.20
72	112.20	181.50	236.50	280.50	314.60	492.80
73	123.20	199.10	258.50	305.80	343.20	536.80
74	134.20	217.80	283.80	336.60	377.30	588.50
75	148.50	240.90	314.60	371.80	416.90	651.20
76	162.80	265.10	346.50	410.30	459.80	719.40
77	178.20	290.40	379.50	449.90	504.90	788.70
78	195.80	320.10	418.00	496.10	556.60	870.10
79	216.70	355.30	465.30	553.30	620.40	974.60
80	244.20	401.50	526.90	625.90	702.90	1,109.90
81	278.30	458.70	601.70	716.10	805.20	1,278.20
82	316.80	523.60	689.70	821.70	922.90	1,471.80
83	358.60	597.30	787.60	938.30	1,054.90	1,691.80
84	405.90	676.50	893.20	1,064.80	1,197.90	1,933.80
85	455.40	760.10	1,004.30	1,196.80	1,347.50	2,196.70
86	507.10	844.80	1,116.50	1,331.00	1,499.30	2,469.50
87	559.90	933.90	1,232.00	1,468.50	1,655.50	2,754.40
88	617.10	1,028.50	1,357.40	1,615.90	1,822.70	3,065.70
89	680.90	1,135.20	1,497.10	1,782.00	2,011.90	3,422.10
90	754.60	1,258.40	1,658.80	1,973.40	2,228.60	3,837.90

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
Preferred: Multiply by .9
Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day	1.12
60 Days	1.05
90 Days	1.00
180 Days	0.89

Nursing Facility with 200% Home Health Care Coverage
90 Day Elimination Period

ANNUAL PREMIUMS PER \$10 OF MAXIMUM DAILY BENEFIT

<u>Issue Age</u>	<u>1 Year</u>	<u>2 Year</u>	<u>3 Year</u>	<u>4 Year</u>	<u>5 Year</u>	<u>Lifetime</u>
18-29	\$8.80	\$11.00	\$13.20	\$14.30	\$16.50	\$26.40
30-34	11.00	15.40	18.70	20.90	23.10	39.60
35-39	13.20	19.80	24.20	27.50	30.80	52.80
40-44	16.50	24.20	30.80	36.30	39.60	68.20
45	18.70	28.60	35.20	41.80	46.20	80.30
46	19.80	29.70	37.40	44.00	48.40	83.60
47	20.90	30.80	38.50	45.10	50.60	88.00
48	22.00	31.90	40.70	47.30	52.80	91.30
49	22.00	34.10	42.90	49.50	56.10	95.70
50	23.10	35.20	45.10	52.80	58.30	100.10
51	24.20	37.40	47.30	55.00	61.60	104.50
52	25.30	38.50	49.50	57.20	63.80	110.00
53	26.40	40.70	51.70	60.50	67.10	115.50
54	27.50	42.90	53.90	63.80	71.50	122.10
55	29.70	45.10	58.30	68.20	77.00	130.90
56	31.90	48.40	62.70	73.70	82.50	140.80
57	34.10	52.80	68.20	80.30	90.20	152.90
58	36.30	57.20	73.70	86.90	97.90	167.20
59	39.60	62.70	80.30	94.60	106.70	182.60
60	42.90	67.10	86.90	103.40	115.50	198.00
61	46.20	72.60	94.60	112.20	125.40	215.60
62	49.50	79.20	102.30	121.00	136.40	233.20
63	52.80	84.70	110.00	130.90	147.40	253.00
64	57.20	92.40	119.90	143.00	160.60	276.10
65	62.70	100.10	130.90	156.20	176.00	302.50
66	68.20	110.00	144.10	171.60	193.60	333.30
67	74.80	121.00	158.40	188.10	212.30	366.30
68	82.50	133.10	173.80	206.80	233.20	403.70
69	90.20	146.30	191.40	227.70	257.40	445.50
70	99.00	160.60	210.10	250.80	283.80	490.60
71	108.90	176.00	231.00	275.00	311.30	537.90
72	118.80	192.50	251.90	300.30	339.90	585.20
73	128.70	210.10	275.00	328.90	370.70	638.00
74	141.90	229.90	302.50	360.80	408.10	700.70
75	156.20	254.10	334.40	399.30	451.00	776.60
76	171.60	280.50	368.50	441.10	498.30	859.10
77	188.10	306.90	404.80	482.90	546.70	944.90
78	205.70	337.70	445.50	532.40	602.80	1,045.00
79	228.80	376.20	496.10	594.00	673.20	1,171.50
80	257.40	423.50	561.00	672.10	761.20	1,335.40
81	292.60	484.00	641.30	768.90	872.30	1,540.00
82	333.30	552.20	733.70	881.10	999.90	1,775.40
83	378.40	629.20	837.10	1,005.40	1,142.90	2,041.60
84	426.80	711.70	948.20	1,139.60	1,294.70	2,334.20
85	478.50	798.60	1,064.80	1,279.30	1,455.30	2,651.00
86	531.30	887.70	1,182.50	1,420.10	1,615.90	2,979.90
87	586.30	979.00	1,302.40	1,564.20	1,780.90	3,322.00
88	645.70	1,076.90	1,432.20	1,718.20	1,958.00	3,696.00
89	712.80	1,186.90	1,577.40	1,890.90	2,156.00	4,122.80
90	788.70	1,312.30	1,743.50	2,088.90	2,383.70	4,621.10

DISCOUNTS:

Spousal/ Partner: Multiply by .75 for two or .9 for one
Preferred: Multiply by .9
Employer Group: Multiply by .9

ELIMINATION PERIOD FACTORS:

30 Day	1.12
60 Days	1.05
90 Days	1.00
180 Days	0.89

**MULTIPLICATIVE PREMIUM FACTORS FOR
RETURN OF PREMIUM, NONFORFEITURE & PAID UP AT 65 OR TEN PAY OPTIONS**

<u>Issue Age</u>	<u>Return of Premium at Death Factors</u>	<u>Nonforfeiture at Lapse Factors</u>	<u>Paid Up at 65 or Ten Pay Factors</u>
18-29	1.05	1.08	1.27
30-34	1.07	1.09	1.27
35-39	1.08	1.10	1.27
40-44	1.09	1.11	1.28
45	1.10	1.12	1.28
46	1.10	1.12	1.29
47	1.10	1.12	1.29
48	1.10	1.12	1.31
49	1.09	1.12	1.34
50	1.09	1.12	1.37
51	1.09	1.12	1.41
52	1.09	1.12	1.45
53	1.09	1.12	1.48
54	1.08	1.13	1.51
55	1.08	1.13	1.52
56	1.08	1.13	1.53
57	1.07	1.14	1.52
58	1.07	1.14	1.50
59	1.07	1.14	1.46
60	1.06	1.14	1.43
61	1.05	1.14	1.38
62	1.04	1.14	1.34
63	1.04	1.13	1.30
64	1.03	1.13	1.26
65	1.02	1.13	1.24
66	1.02	1.13	1.21
67	1.01	1.13	1.19
68	1.01	1.13	1.18
69	1.01	1.13	1.16
70	N/A	1.13	1.15
71	N/A	1.13	1.14
72	N/A	1.13	1.13
73	N/A	1.13	1.11
74	N/A	1.13	1.10
75	N/A	1.13	1.09
76	N/A	1.12	1.08
77	N/A	1.12	1.08
78	N/A	1.12	1.07
79	N/A	1.12	1.06
80	N/A	1.12	1.06
81	N/A	1.12	1.05
82	N/A	1.12	1.04
83	N/A	1.12	1.04
84	N/A	1.12	1.03
85	N/A	1.12	1.03
86	N/A	1.11	1.02
87	N/A	1.11	1.02
88	N/A	1.11	1.01
89	N/A	1.11	1.01
90	N/A	1.11	1.00

**MULTIPLICATIVE PREMIUM FACTORS FOR
INFLATION PROTECTION RIDERS**

<u>Issue Age</u>	<u>5% CIPO</u>	<u>3% CIPO</u>	<u>5% CIPO for 15 years</u>
18-29	3.40	2.09	1.50
30-34	3.29	2.06	1.57
35-39	3.10	2.00	1.61
40-44	2.91	1.92	1.63
45	2.80	1.88	1.64
46	2.76	1.86	1.65
47	2.72	1.85	1.65
48	2.69	1.83	1.66
49	2.65	1.81	1.67
50	2.61	1.80	1.68
51	2.57	1.78	1.69
52	2.54	1.77	1.70
53	2.50	1.75	1.71
54	2.46	1.73	1.72
55	2.40	1.70	1.72
56	2.34	1.67	1.72
57	2.28	1.64	1.72
58	2.22	1.61	1.71
59	2.16	1.58	1.71
60	2.10	1.55	1.71
61	2.06	1.53	1.71
62	2.02	1.51	1.72
63	1.98	1.49	1.72
64	1.94	1.47	1.72
65	1.89	1.45	1.71
66	1.84	1.42	1.71
67	1.79	1.40	1.70
68	1.75	1.38	1.68
69	1.70	1.35	1.67
70	1.65	1.33	1.64
71	1.60	1.30	1.60
72	1.56	1.28	1.56
73	1.51	1.26	1.51
74	1.47	1.23	1.47
75	1.43	1.21	1.43
76	1.40	1.20	1.40
77	1.37	1.18	1.37
78	1.35	1.17	1.35
79	1.32	1.16	1.32
80	1.29	1.14	1.29
81	1.26	1.12	1.26
82	1.23	1.11	1.23
83	1.21	1.09	1.21
84	1.19	1.08	1.19
85	1.17	1.07	1.17
86	1.15	1.06	1.15
87	1.13	1.05	1.13
88	1.11	1.04	1.11
89	1.10	1.03	1.10
90	1.08	1.02	1.08

MULTIPLICATIVE PREMIUM FACTORS FOR
SHARED EXTENDED EXPENSE BENEFIT, RESTORATION OF BENEFITS AND
HOME HEALTH CARE 10 DAY ELIMINATION PERIOD RIDERS

<u>Shared Benefit Amount</u>	<u>Factors</u>
1 Year	1.44
2 Years	1.35
3 Years	1.27
4 Years	1.19
5 Years	1.13

<u>Restoration of Benefits</u>	<u>Factors</u>
1 Year	1.10
2 Years	1.08
3 Years	1.06
4 Years	1.04
5 Years	1.02

<u>Home Health Care 10 Day Elimination Period</u>	<u>Factors</u>
30 Days	1.05
60 Days	1.08
90 Days	1.11
180 Days	1.18

State:	District of Columbia	Filing Company:	CMFG Life Insurance Company
TOI/Sub-TOI:	LTC05I Individual Long Term Care - Nursing Home & Home Care/LTC05I.001 Qualified		
Product Name:	2002 LTC Product		
Project Name/Number:	2014 LTC Rate Increase/		

Supporting Document Schedules

Satisfied - Item:	Actuarial Justification
Comments:	
Attachment(s):	Act Memo - 2002 Product (blended) (no AppD).pdf
Item Status:	
Status Date:	

Satisfied - Item:	Supplemental Information & Attachments
Comments:	
Attachment(s):	Supplemental Information 123113.pdf Model Formulas (Dec 2013).pdf DOB Exhibit (Dec 2013).pdf Lapse Analysis Details (Dec 2013).pdf Total Persistency Comparisons (App D) (Dec 2013).pdf Mortality Analysis Details (Dec 2013).pdf Morbidity Analysis Details (Dec 2013).pdf Claim Reserve Retro Test (Dec 2013).pdf
Item Status:	
Status Date:	

July 1, 2014

**Actuarial Memorandum Supporting Rate Revision for
CMFG Life Insurance Company
Individual Long-Term Care Insurance Plan
2002 Product
(Page 1 of 5)**

1. SCOPE AND PURPOSE

The purpose of this memorandum is to provide actuarial information supporting a rate revision to premiums for CMFG Life Insurance Company's (the Company) individual long-term care product form series 2002-LTC-FAC, 2002-LTCR-HCC and associated riders. This product is referred to as the 2002 Product. (Some riders may not be available in all states.)

This product was sold nationwide from 2002 to 2009 and is no longer being marketed in any state. All policies for this product issued in the District of Columbia were sold after 11/24/2003 and are subject to Part II of District of Columbia's 11/24/2003 Long-Term Care Rate Increase Bulletin 03-PPI-005-11/24.

The Company is requesting a 10% rate increase. The rate increase is necessary because the current estimate of the nationwide lifetime loss ratio is in excess of expected. The company is filing for premium rate increases in states that did not fully approve the prior rate increase requests. This rate filing is not intended to be used for other purposes.

The body of this actuarial memorandum was written to apply to each state where this product was issued. Any reference to information that is specific to a particular state is included in Appendix A.

Please refer to Section 27 for a description of the information contained in each Appendix.

2. DESCRIPTION OF BENEFITS

This product provides long-term care coverage on an expense reimbursement basis up to policy limits. Depending on the state, the product provides either facility only coverage with the option to add a home and community care service rider or comprehensive coverage (providing both facility coverage and home and community care coverage). A benefit period, elimination period, daily benefit, home health care percentage and inflation protection option are selected at issue. Several additional optional benefits were available such as nonforfeiture benefits, expanded spousal benefits and limited premium payment options. The benefit eligibility criteria are based on the insured's loss of the ability to perform Activities of Daily Living (ADLs) or having a severe cognitive impairment. The available benefit choices can be found in the attached rate tables. A complete description of the benefit provisions and conditions for eligibility is contained in the policy forms and riders on file with the state.

3. RENEWABILITY CLAUSE

This product is a Guaranteed Renewable, Individual Long Term Care policy.

4. MARKETING METHOD

This product was marketed to individuals by licensed agents. This product is not currently being marketed.

5. UNDERWRITING

All policies subject to this rate revision were subject to full medical underwriting in accordance with Company standards in place at the time of issue. Those underwriting standards were taken into consideration when projecting future experience.

6. APPLICABILITY

The revised rates will be applicable to the product described in Section 1.

7. MORBIDITY

The morbidity assumptions are based on a combination of the Company's historical claim experience from 2002 through December 31, 2013, the Milliman 2011 *Long Term Care Guidelines (Guidelines)* and judgment. The *Guidelines* reflect over \$10 billion of insured data and the experience and judgment of Milliman actuaries. The claim cost assumptions reflect the Company's current best estimate of future morbidity, including future improvement of 1% per year through 2028. The assumptions do not include any adverse selection resulting from the rate increase or loads for moderately adverse experience.

8. MORTALITY

Mortality assumptions are based on Company experience from 2002 through December 31, 2013 and judgment. The best estimate mortality assumption is the Annuity 2000 Mortality Table on a sex distinct basis, projected forward with mortality improvement to 2028. Mortality improvement was based on 100% of Scale G for males and 50% of Scale G for females. The ultimate mortality table in 2028 was smoothed slightly to maintain a reasonable relationship of mortality rates between males and females. Mortality selection factors are also applied, starting at 0.20 in duration 1 and grading up to 0.95 in duration 14.

9. PERSISTENCY

Voluntary lapse assumptions are based on Company experience from 2002 through December 31, 2013 and judgment. Lapse rates are combined with mortality rates to derive the total termination rate. We assumed all remaining policies would terminate at attained age 120. The lapse assumptions represent the best estimate expectations of future experience and do not include any provisions for adverse experience. Lapse rates are shown below and vary by premium payment option and policy duration.

<u>Policy Duration</u>	<u>Premium Payment Option:</u>	
	<u>Limited Pay</u>	<u>Lifetime Pay</u>
1	2.0%	6.0%
2	2.0	4.0
3	2.0	3.0
4	1.0	2.0
5	1.0	2.0
6	1.0	1.5
7	0.0	1.5
8	0.0	1.5
9	0.0	1.0
10+	0.0	1.0

10. EXPENSES

Expenses are not being projected. It is assumed that the originally filed expense assumptions are appropriate.

11. PREMIUM CLASSES

The rate revision will be applied as a consistent percentage to all premium classes.

12. ISSUE AGE RANGE

This product was available for issue ages 18 to 90. Premiums are based on issue age.

13. AREA FACTORS

The Company did not use area factors within the state in the premium scale for this product.

14. AVERAGE ANNUAL PREMIUM

The average annual premium for this product both prior to the impact of the requested rate increase, and after, is indicated in Appendix A to this memorandum.

15. MODAL PREMIUM FACTORS

The modal premium factors will remain unchanged from the current factors.

16. CLAIM LIABILITY AND RESERVE

Claim reserves were calculated using appropriate actuarial methods for IBNR and for open claims on a disabled life basis. The claim reserves were discounted to the date of incurral for each claim and have been included in the historical incurred claims.

17. ACTIVE LIFE RESERVES

We have provided supporting evidence for the justification of the proposed increase based on the relationship of incurred claims divided by earned premium compared to the minimum loss ratio. Incurred claims are calculated without the impact of the change in active life reserves.

18. TREND ASSUMPTION

Benefits payable are equal to or less than the daily benefit limit. We have not included any medical trend in the projections.

19. MAXIMUM ALLOWABLE RATE INCREASE

The maximum allowable rate increase is shown in Appendix A under two different approaches. The first approach applies to policies sold prior to the rate stabilization date and is based on a minimum loss ratio. The state's rate stabilization date and minimum loss ratio are shown in Appendix A. The second approach applies to policies sold on or after the rate stabilization date and is based on a 58% loss ratio on the initial premium and an 85% loss ratio on the increased premium. The requested rate increase is

less than the maximum allowed increase under either approach.

20. DISTRIBUTION OF BUSINESS

The historical experience reflects the actual distribution of policies during the experience period. The projected future experience is based on a seriatim projection of the current inforce policies.

21. EXPERIENCE – PAST AND FUTURE

The historical and projected experience, both with and without the rate increase, is contained in Appendices B and C. The premium in Appendix B is shown on a District of Columbia rate basis (applying the level of the District of Columbia rate increase to every state).

22. LIFETIME LOSS RATIO

The development of the anticipated nationwide lifetime loss ratio, both without a rate increase and with the requested rate increase, is shown in Appendix B. An annual interest rate of 7.00% was used to calculate the lifetime loss ratio in the supporting appendices and is the same as the interest rate original used to price the product. The rate increase is assumed effective October 1, 2014 (for simplicity, in the projections only, the impact of the rate guarantee period has not been modeled and the entire rate increase is conservatively assumed to occur on October 1, 2014).

23. HISTORY OF RATE ADJUSTMENTS

Please refer to Appendix A for the history of rate adjustments that have been approved in this state.

24. NUMBER OF POLICYHOLDERS

Please refer to Appendix A for the current number of policyholders as of December 31, 2013 in this state.

25. PROPOSED EFFECTIVE DATE

This rate will be implemented as soon as possible after approval has been granted as allowed based on regulation. For policies still inside the product's 10 year rate guarantee, the rate increase will become effective after the rate guarantee period has expired.

26. RELATIONSHIP OF RENEWAL PREMIUM TO NEW BUSINESS PREMIUM

The Company is no longer selling any new Long-Term Care business. Therefore, the comparison of renewal premium rates after the rate increase to the Company's current new business premium rate schedule is not applicable.

27. SUMMARY OF APPENDICES

Appendix A contains information that is specific to the state in which this filing is made, such as the average annual premium, the number of policyholders inforce, etc.

Appendix B contains historical and projected nationwide experience for all policies issued under this product. The appendix also includes the projected lifetime loss ratios both without and with the proposed increase.

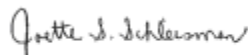
Appendix C contains the historical and projected experience of only the policies issued in the state.

28. ACTUARIAL CERTIFICATION

I am a Fellow of the Society of Actuaries and a Member of the American Academy of Actuaries, and I meet the Academy's qualification standards for preparing health rate filings.

To the best of my knowledge and judgment this rate filing is in compliance with the applicable laws and regulations of this State as they relate to premium rate developments and revisions. This memorandum complies with all applicable Actuarial Standards of Practice, including ASOP No. 8.

The projected experience shown in this Memorandum is based on best estimate assumptions and does not include any provision for moderately adverse experience. If the experience does not improve, the Company will need to file for future rate increases. In my opinion, the rates are not excessive or unfairly discriminatory.



Joette S. Schleisman, FSA, MAAA, MBA
Director and Actuary, Corporate Actuarial

Appendix A
CMFG Life Insurance Company
2002 Product

District of Columbia

Requested Rate Increase = 10.0%

14. Average Annual Premium

The average annual premium for this form and associated riders,
prior to the rate increase, is:

District of Columbia	\$1,878
Nationwide	\$1,571

The average annual premium for this form and associated riders,
after the rate increase, is:

District of Columbia	\$2,066
Nationwide	\$1,728

19. Maximum Allowable Rate Increase

Rate Stabilization Date for District of Columbia

06/16/06

Approach 1: 60% Minimum Loss Ratio

82%

Approach 2: 58% Loss Ratio on Initial Premium / 85% on Increased Premium

63%

Requested rate increase

10%

22. Lifetime Loss Ratio - Nationwide

The Lifetime Loss Ratio for all policies without the requested rate increase is:

80%

The Lifetime Loss Ratio for all policies with the requested rate increase is:

77%

23. History of Rate Adjustments

There have been no past rate increases on this form in this state.

24. Number of Policyholders and Annualized Premium as of December 31, 2013

All Policies		
	Policies	Premium
District of Columbia	105	\$197,182
Nationwide	14,791	\$23,238,825

Appendix B
CMFG Life Insurance Company
Historical and Projected Experience
Nationwide Experience
District of Columbia Rate Basis
2002 Product

Projections Run Using Original Interest with Current Morbidity, Lapse and Mortality

Historical

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2002	312	0	0%
2003	712,519	3,750	1%
2004	4,261,538	101,405	2%
2005	9,273,223	287,005	3%
2006	16,118,489	515,788	3%
2007	22,909,360	897,082	4%
2008	25,441,758	1,905,707	7%
2009	25,518,640	1,480,999	6%
2010	24,712,443	1,866,673	8%
2011	24,238,330	3,823,751	16%
2012	23,734,207	3,743,468	16%
2013	22,066,665	3,470,525	16%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2014	21,541,313	5,098,786	24%
2015	20,131,257	6,130,264	30%
2016	19,192,057	7,300,505	38%
2017	18,510,424	8,384,866	45%
2018	17,845,113	9,583,539	54%
2019	17,189,729	10,905,312	63%
2020	16,522,184	12,357,058	75%
2021	15,863,545	13,961,994	88%
2022	15,222,600	15,724,684	103%
2023	14,595,975	17,655,496	121%
2024	13,965,348	19,765,179	142%
2025	13,336,650	22,063,927	165%
2026	12,704,099	24,535,484	193%
2027	12,078,527	27,182,071	225%
2028	11,443,949	29,996,813	262%
2029	10,812,744	33,280,140	308%
2030	10,181,101	36,710,192	361%
2031	9,544,741	40,218,933	421%
2032	8,912,560	43,754,332	491%
2033	8,283,199	47,266,304	571%
2034	7,657,276	50,652,972	662%
2035	7,044,832	53,779,364	763%
2036	6,446,333	56,495,232	876%
2037	5,863,382	58,772,535	1002%
2038	5,301,607	60,560,724	1142%
2039	4,763,979	61,773,698	1297%
2040	4,252,646	62,302,143	1465%
2041	3,770,054	62,051,405	1646%
2042	3,318,119	61,053,558	1840%
2043	2,898,396	59,312,065	2046%
2044	2,512,054	56,908,719	2265%
2045	2,159,730	53,935,504	2497%
2046	1,841,407	50,478,413	2741%
2047	1,566,517	46,632,589	2996%
2048	1,304,097	42,490,824	3258%
2049	1,082,773	38,205,593	3528%
2050	890,823	33,914,730	3807%
2051	726,216	29,721,537	4093%
2052	586,636	25,732,036	4386%
2053 and later	2,130,088	136,843,912	6424%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2014	21,899,509	5,103,652	23%
2015	22,137,393	6,159,739	28%
2016	21,111,263	7,333,569	35%
2017	20,361,467	8,420,975	41%
2018	19,629,624	9,622,841	49%
2019	18,908,702	10,947,662	58%
2020	18,174,403	12,402,360	68%
2021	17,449,899	14,010,293	80%
2022	16,744,860	15,775,791	94%
2023	16,055,573	17,709,319	110%
2024	15,361,883	19,821,617	129%
2025	14,670,315	22,122,863	151%
2026	13,974,508	24,596,691	176%
2027	13,286,380	27,245,126	205%
2028	12,588,344	30,061,361	239%
2029	11,894,019	33,346,444	280%
2030	11,199,212	36,777,882	328%
2031	10,499,215	40,287,410	384%
2032	9,803,816	43,823,060	447%
2033	9,111,519	47,334,755	520%
2034	8,423,003	50,720,544	602%
2035	7,749,315	53,845,452	695%
2036	7,090,966	56,559,194	798%
2037	6,449,721	58,833,867	912%
2038	5,831,768	60,618,959	1039%
2039	5,240,377	61,828,513	1180%
2040	4,677,911	62,353,266	1333%
2041	4,147,059	62,098,544	1497%
2042	3,649,931	61,096,568	1674%
2043	3,188,236	59,350,811	1862%
2044	2,763,260	56,943,257	2061%
2045	2,375,703	53,965,985	2272%
2046	2,025,548	50,505,014	2493%
2047	1,712,168	46,655,525	2725%
2048	1,434,506	42,510,313	2963%
2049	1,191,050	38,221,940	3209%
2050	979,905	33,928,292	3462%
2051	798,838	29,732,648	3722%
2052	645,300	25,741,023	3989%
2053 and later	2,343,097	136,878,619	5842%

Loss Ratio Summaries

Accumulated Value of Historical to 12/31/2013	269,001,195	22,359,984	8%	269,001,195	22,359,984	8%
Present Value of Future to 12/31/2013	185,305,944	340,961,487	184%	202,094,026	341,585,931	169%
Total Values (Discounted at 7.00%)	454,307,138	363,321,471	80%	471,095,221	363,945,915	77%
Projected Loss Ratio without Rate Increase			80%	Projected Loss Ratio with Rate Increase		77%
Minimum Lifetime Loss Ratio			60%			
Maximum Allowable Increase						
Approach 1: 60% Minimum Loss Ratio			82%			
Approach 2: 58% Loss Ratio on Initial Premium / 85% on Increased Premium			63%			
Requested Rate Increase			10%			

Appendix C
CMFG Life Insurance Company
Historical and Projected Experience
District of Columbia Experience
2002 Product

Projections Run Using Original Interest with Current Morbidity, Lapse and Mortality

Historical

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2002	0	0	0%
2003	0	0	0%
2004	18,895	0	0%
2005	49,282	0	0%
2006	134,532	0	0%
2007	211,913	0	0%
2008	220,048	0	0%
2009	213,572	0	0%
2010	207,932	0	0%
2011	205,603	0	0%
2012	201,649	0	0%
2013	195,623	226,100	116%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2014	182,987	42,018	23%
2015	171,050	50,535	30%
2016	166,666	60,066	36%
2017	160,977	68,779	43%
2018	154,876	78,323	51%
2019	148,518	88,824	60%
2020	141,612	100,191	71%
2021	135,534	112,648	83%
2022	129,089	126,613	98%
2023	123,542	142,040	115%
2024	118,413	158,635	134%
2025	113,226	176,480	156%
2026	107,998	195,458	181%
2027	102,750	215,696	210%
2028	97,498	237,603	244%
2029	92,260	262,761	285%
2030	87,031	289,187	332%
2031	81,823	316,916	387%
2032	76,654	345,513	451%
2033	71,545	375,837	525%
2034	66,506	407,069	612%
2035	61,546	436,111	709%
2036	56,689	464,051	819%
2037	51,942	488,387	940%
2038	47,325	510,631	1079%
2039	42,856	529,310	1235%
2040	38,549	540,950	1403%
2041	34,428	546,843	1588%
2042	30,509	541,969	1776%
2043	26,814	529,029	1973%
2044	23,364	510,383	2185%
2045	20,167	485,020	2405%
2046	17,236	454,117	2635%
2047	14,578	417,019	2861%
2048	12,194	375,505	3079%
2049	10,081	332,902	3302%
2050	8,233	290,109	3524%
2051	6,636	248,059	3738%
2052	5,276	208,823	3958%
2053 and later	15,943	768,557	4821%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2014	186,029	42,049	23%
2015	188,096	50,739	27%
2016	183,332	60,298	33%
2017	177,075	69,032	39%
2018	170,363	78,596	46%
2019	163,370	89,116	55%
2020	155,774	100,499	65%
2021	149,087	112,973	76%
2022	141,998	126,953	89%
2023	135,896	142,395	105%
2024	130,254	159,003	122%
2025	124,548	176,859	142%
2026	118,798	195,847	165%
2027	113,025	216,094	191%
2028	107,248	238,008	222%
2029	101,486	263,176	259%
2030	95,734	289,610	303%
2031	90,005	317,345	353%
2032	84,319	345,948	410%
2033	78,700	376,277	478%
2034	73,156	407,513	557%
2035	67,701	436,555	645%
2036	62,358	464,492	745%
2037	57,136	488,821	856%
2038	52,058	511,057	982%
2039	47,142	529,724	1124%
2040	42,404	541,345	1277%
2041	37,871	547,217	1445%
2042	33,560	542,316	1616%
2043	29,496	529,347	1795%
2044	25,700	510,671	1987%
2045	22,184	485,277	2188%
2046	18,960	454,342	2396%
2047	16,036	417,212	2602%
2048	13,414	375,669	2801%
2049	11,089	333,039	3003%
2050	9,056	290,220	3205%
2051	7,300	248,149	3399%
2052	5,804	208,894	3599%
2053 and later	17,537	768,764	4384%

Loss Ratio Summaries

Accumulated Value of Historical to 12/31/2013	2,217,308	233,880	11%	2,217,308	233,880	11%
Present Value of Future to 12/31/2013	1,591,343	2,798,321	176%	1,735,675	2,802,543	161%
Total Values	3,808,651	3,032,201	80%	3,952,983	3,036,423	77%
(Discounted at 7.00%)						

CMFG Life Insurance Company Long Term Care Insurance Rate Increase Filings

SUPPLEMENTAL INFORMATION

The following information, along with the documents and files to which they refer, supplement the Actuarial Memorandums, their corresponding Appendices, and other exhibits and information being provided, as required to request a rate increase on Long Term Care insurance products.

Background

CMFG Life Insurance Company (CMFG Life) is seeking rate increases on its Long Term Care Insurance (LTC) products because current estimates of lifetime loss ratios are in excess of expected. Persistency experience is the *primary* driver of our higher-than-expected loss ratios.

Lapses, mortality and morbidity business drivers are inter-related, and we did not isolate each assumption to determine the independent impact of each. Although morbidity projections are also less favorable than expected in original pricing, the overwhelming issues are lower voluntary lapse and mortality rates, especially for older products. As a result, the Company will ultimately pay out much more in claims than was originally expected. We are now projecting lifetime loss ratios far in excess of what was assumed when the product was priced.

Approach

CMFG Life discontinued sale of proprietary LTC at the end of 2010. In late 2010, the Company started the process of requesting rate increases on inforce policies from its 1993, 1997, 2002 and 2006 products, in all states. In most states, the 2002 and 2006 products have 10-year rate guarantees; therefore, the majority of the 2002 block did not begin to be eligible for rate increases until 2012, and the majority of the 2006 block will not begin to be eligible for rate increases until 2016.

Primarily due to persistency changes, as noted above, claim costs will be significantly higher than was expected at the time of original pricing. The additional costs should be borne by the LTC policyowners. Alternatively, the additional costs will need to be paid from the surpluses of the Company, which will reduce the amount available for the benefit of – through lower costs or higher dividends – other blocks of business. This is consistent with mutual company philosophies of promoting equity across policyowners and providing insurance at cost. Although now a stock company (effective 1/31/12), CMFG Life has maintained this philosophy. CMFG Life does not, however, intend to seek loss ratios similar to those expected in original pricing; rather, it will share the responsibility with its customers for unexpected changes in the marketplace.

The Company prefers to not implement more than a 50% rate increase at one time. CMFG Life is part of the CUNA Mutual Group, a company created by credit unions to provide financial services products to the credit union marketplace. CUNA Mutual Group is a core entity in the credit union movement and supports the system through products, services and financial support for the credit union national trade association (CUNA) and state trade associations. LTC is one of many products CMFG Life has offered to credit unions and their members.

Although much larger increases can be justified and will likely be needed, the Company believes we should increase rates by no more than 50% at one time for our market, credit union members. At this time, CMFG Life does not plan to pursue increases in successive years in states where at least 50% has been approved. In order for the CMFG Life actuary to certify that “if the requested premium rate schedule increase is implemented and the underlying assumptions are realized, no further premium rate schedule increases are anticipated” total increases must be at least 100%; therefore, CMFG Life is requesting total increases of at least 100% in states requiring such certification.

Key Assumptions

Model and Distribution of Business

The projections of future experience were modeled using Milliman's modeling software, MG-ALFA. The assumptions and methodology are listed in the Actuarial Memorandum supporting the rate increase filing and described in further detail in this document. The attached file called "Model Formulas" provides further information on the formulas used to calculate the key components of the loss ratio. Financial projections are based on the policies actually in force as of December 31, 2013. The file called "DOB Exhibit" contains a distribution of business for each product by the key demographic and benefit characteristics.

Lapse Study Details

Voluntary lapse rates were determined based on two approaches. First, "actual lapses" were determined by subtracting actual deaths from total terminations. Second, "implied lapses" were determined by subtracting expected deaths from total terminations. To the extent that the actual deaths are understated (due to incorrect coding of Social Security Numbers), actual mortality will increase while actual lapses will decrease. The total termination rates will not change.

The lapse study is based fully upon CMFG Life's own experience, for all four proprietary LTC products, from inception. All of the business is individual; no group LTC experience is included. The study includes *only lifetime pay* policies; it excludes policies that were issued as single pay, 10 pay and paid-up at 65.

Detailed results of CMFG Life's internal lapse study are provided in the attached file called "Lapse Analysis Details". Exhibits provide the number of exposures and *total terminations* for each policy duration, in total (for the entire LTC block of four products), by gender, by product (for each of the four products), by marital status, and by inflation protection option. The current voluntary lapse rate assumptions are shown alongside the actual and *implied* voluntary lapse rates for each duration on each exhibit. Also included in this package is a file called "Total Persistency Comparisons (App D)", which contains a persistency summary. It shows a comparison of actual persistency experience to what was assumed in original pricing and to our current assumptions -- in total and by product.

Mortality Study Details

The analysis was built on the exposure calculations used in our incurred claim analysis. Actual deaths were determined using two techniques. First, an individual's Social Security Number was compared against the Social Security Death Master File to identify deceased individuals. Second, the policy termination reason code of "death" was used. A terminated policy was considered a death if the policyholder was determined to have died under either approach.

Expected mortality is based upon the Annuity 2000 table projected forward using Scale G (100% for males and 50% for females), along with mortality selection factors. The 2002 and 2006 Products have slightly lower mortality experience than the 1993 and 1997 Products. The mortality selection factors for the 1993 and 1997 Products start at 0.20 in year 1, grading up by 0.1 per year to 1.0 in year 9. The mortality selection factors for the 2002 and 2006 Products also start at 0.20 in duration 1 but grade to an ultimate of 0.95 in duration 14. The central point of the study period was 2009; therefore, the mortality table was projected to 2009 and used throughout the study. (Note that the *projections* assume continued mortality improvement, on same bases,

to 2028. This is consistent with our assumption that morbidity will improve at the rate of 1% per year through 2028.)

The mortality study is based fully upon CMFG Life's own experience, for all four proprietary LTC products, from inception. All of the business is individual; no group experience is included.

Detailed results of CMFG Life's internal mortality study are provided in the attached file called "Mortality Analysis Details". Exhibits provide the number of exposures and *total terminations* for the entire LTC block of four products, by policy duration, by attained age, by gender, by product (for each of the four products), and by marital status. "Actual to Expected" mortality ratios are shown alongside the actual and expected mortality rates on each exhibit. As noted above, also included is a file called "Total Persistency Comparisons (App D)", which contains a persistency summary. It shows a comparison of actual persistency experience to what was assumed in original pricing and to our current assumptions -- in total and by LTC plan.

Morbidity Study Details

A claim experience analysis was performed on all of the Company's LTC business in order to develop appropriate morbidity assumptions for the loss ratio projections. Projection assumptions are based on a combination of CMFG Life's LTC historical claim experience, Milliman's 2011 LTC *Guidelines* and judgment. The *Guidelines* provide a flexible, but consistent, basis for the determination of claim costs for a wide variety of long term care benefit packages and are based on over \$10 billion of incurred LTC claims and 15.3 million life years of exposure. In addition to the information provided in this section, please see the file called "Morbidity Analysis Details", included with this package.

CMFG Life's claim experience was analyzed by incidence, severity, and incurred claims. The primary finding from the claim analysis was that the Company's overall claim experience fit reasonably well to the *Guidelines*. Limited adjustments were then made to the *Guidelines*, to develop a better fit to actual experience by product.

Claim Reserve Review

As the majority of incurred claims is derived from the claim reserve (\$43.7 million incurred claims is made up of \$19.3 million paid claims and \$24.4 remaining claim reserve), any assessment of the Company's incurred claims would be heavily impacted by the accuracy of the claim reserves. Therefore, a high level retrospective test was conducted to review the claim reserves. Historical reserve balances, along with historical claim payment amounts, were used. Over the five prior year-ends tested (2008, 2009, 2010, 2011, and 2012), the claim reserve has been generally sufficient in all years except 2012. Please see the attached file called "Claim Reserve Retro Test" for further details. Therefore, it was concluded that the claim reserves were a reasonable basis to use in the incurred claim analysis.

Claim Analysis Approach

The approach to developing a set of morbidity assumptions for projections was first to establish initial Baseline Expectations, based on the underwriting, claim management practices, and benefit design for each of CMFG Life's products. The starting assumptions were based on Milliman's *Guidelines*. Next, factors were established for each of our products.

More specifically, Baseline Expectations were comprised of the following factors:

1) Ultimate Claim Costs – Claim costs were generated using Milliman's claim cost model which reflected differences in benefit design, age, and gender.

2) Selection Factors – The underwriting for each product was aligned to one of Milliman's underwriting categories. Underwriting for the 1993 and 1997 products was approximately done at the "Moderate" level. Underwriting for the 2002 and 2006 products was a blend of "Tight" and "Moderate" levels, with higher proportions of "Tight" as issue ages increased.

3) Salvage Factors – Salvage factors were used to reflect that the CMFG Life maximum benefits will not be paid out, depending on the benefit design. An LTC inflation rate of 5.0% was assumed in determining the rate at which LTC expenses increase (and resulting salvage values).

4) Claim Management Factor – Based on the level of claim management CMFG Life conducts, a 5% reduction to claims was assumed.

5) Area Factors – For each product, the actual utilization differences by state were determined and a composite area factor was developed.

6) Risk Class Factors – The morbidity difference for each risk class was reflected in the risk class factor. Outside of the substandard factors, the risk class factors composite approximately to 1.00.

7) Additional Rider Factors – Several products have riders which include benefits above what is normally included in the *Guidelines*. The general approach was to apply a claim cost factor equal to the premium loads for the rider.

Table 1 below shows that, overall, CMFG Life's claim experience (01/01/02 – 12/31/13) fits reasonably well to the Baseline Expectations. (Note that incurred claims on Waiver of Premium are not included in the Table 1 numbers.)

Table 1
CMFG Life LTC Products – Actual to "Baseline Expected" Claims

	<u>Actual</u>	<u>Baseline Expected*</u>	<u>Actual to Expected</u>
Life Yrs of Exposure	258,902	N/A	N/A
Count of Claims	486	618	79%
Severity per Claim	\$89,971	\$66,661	135%
Incurred Claims	\$43.7 million	\$41.2 million	106%

* The Baseline Expected is based on Milliman's LTC Guidelines without any Product fitting factors.

Table 2 below provides additional insights about the variability of experience by product. (Note that incurred claims on Waiver of Premium are not included in the Table 2 numbers.)

Table 2
CMFG Life LTC Products – Actual to "Baseline Expected" Claims

<u>Product</u>	<u>Actual Incurred Claims</u>	<u>Baseline Expected*</u> <u>Incurred Claims</u>	<u>Actual to Expected</u>
1993	\$ 6.2 Million	\$ 5.5 Million	111%
1997	11.2	7.9	142%
2002	18.4	21.7	85%
2006	7.9	6.1	132%
Total	\$43.7 Million	\$41.2 Million	106%

* The Baseline Expected is based on Milliman's LTC Guidelines without any Product fitting factors.

Please note that the expected claims in Tables 1 and 2 do not include any Product fitting factors. The expected claims shown in the file called "Morbidity Analysis Details", included with package, do include the Product fitting factors.

8) Product Factors – The final step of the claim analysis was to review the experience by product. Since the experience of each product was not credible by itself, judgment, along with the experience on each product, was considered. The 1993 Product has experience fairly close to the “baseline expectations”, so a constant factor of 1.00 was selected. The 1997 Product has significantly worse experience, although not fully credible. It is anticipated that over time, the experience will trend back towards the Guidelines; however, it likely will remain at an elevated level. Therefore, the product factor for 1997 Product starts at 1.40 and grades down to 1.20 by 2021. The 2002 Product has lower actual claims than expected, although the majority of the experience is in the underwriting select period. Therefore, a product factor of 0.80 grading to 0.90 by 2016 was selected. While the 2006 Product has higher actual claims than expected, the claim experience is only in the first couple policy durations. Over time, we anticipate claims to be slightly better than the “baseline expectations”, so a constant factor of 0.95 was selected.

Additional Information

Will options be offered to policyholders in lieu of the rate increase?

The policyowner needs to take no action, other than pay the new premium when due, if they want to continue their current coverage. If their premiums are currently being waived, the Company will continue to pay the premiums for their LTC coverage as long as they qualify for waiver of premium benefits.

If the policyowner wants to keep their premium as close to the premium prior to the increase, the following are options that they can consider:

- Reduce maximum Daily Benefit Amount
- Reduce Benefit Period
- Increase Elimination Period
- Remove any optional riders or benefits
- Exercise Nonforfeiture Rider if included on their policy
- Exercise Contingent Benefit Upon Lapse Option if eligible

Is CMFG Life’s pricing out of line with its competitors?

LTC is still a relatively new product in the insurance industry. Many LTC carriers are reviewing their businesses and adapting their design and product pricing in order to sustain dependable and affordable products. *Even after the rate increases are implemented, new premiums compare favorably to competitors’ rates on policies with similar benefits and provisions.*

Are the Products Tax-Qualified?

The 1997, 2002 and 2006 products are tax-qualified; the 1993 product is *not* tax-qualified.

Why is there no incurred claim experience for the period 1993 to 2001?

The number and amount of incurred claims prior to 2002 were minimal, and the information available is not complete; therefore, it was decided to not include them in our experience study. The default is that no incurred claims are assumed for that time period.

Do the financial projections include any shock lapses?

The financial projections do not include any shock lapses; neither do they include any margins for adverse selection in claims.

What lifetime loss ratios were anticipated in the original filings?

With few state exceptions, the original lifetime loss ratio on all of our LTC products was 60%.

How will premiums for Riders be affected?

Factors used to calculate the premiums associated with Return of Premium, Nonforfeiture and other riders will not be changed. The requested rate increase will be accomplished by keeping the original rider factors and applying them to the increased base premiums, to get a total increase in premium for each policyholder. Only the base rates will be increased; there are not multiple increases.

General Model Framework

The formulas listed below describe the calculations used in the model to determine the lifetime loss ratio. The model makes further, more complex calculations in order to consider the timing related to different modal options. The assumptions and other methodologies are further described in the Actuarial Memorandum filed with the state.

Lives Calculations

$$lx(t) = lx(t-1) * (1-qxd(t)) * (1-qxw(t)),$$

where,

$lx(t)$ is the number of lives at time t

x is the issue age of the policy

$qxd(t)$ is the mortality rate for time t

$qxw(t)$ is the voluntary lapse rate for time t

Note: Policies that exhaust benefits are also decremented from the population.

Premium Calculation

$$PP(t) = lx(t-1) * \text{modal_premium} * \text{modal_indicator}$$

$$EP(t) = PP(t) + [UePR(t) - UePR(t-1)]$$

where,

$PP(t)$ is the paid premium in month t .

modal_indicator is the a flag used to indicate if a premium is paid during the month, based on the bill mode of the policy.

$EP(t)$ is the earned premium in month t .

$UePR(t)$ is the unearned premium reserve at time t .

Note: Waived premium is included in the premium calculation

Incurred Claim Calculation

$$IC(t) = lx(t-1) * CC(t) * SF(t) * \text{salvage}(t) * \text{clm_mgt} * \text{composite_area} * \text{risk_class} * j_prime(t) * \text{morb_improvement}(t) * DB(t) * WOP_load$$

where,

$IC(t)$ is the incurred claims in month t

$CC(t)$ is the claim cost per \$1 daily benefit at time t (based on the policy benefits and demographics such as product, benefit period, elimination period, type of coverage and various riders).

$SF(t)$ is the selection factor for month t .

$\text{salvage}(t)$ is the salvage factor for month t (reflects that the full daily benefits are not paid out).

clm_mgt is the claim management factor to reflect the level of claim management CUNA Mutual conducts.

composite_area is the composite area factor for a product to reflect the utilization differences by state (one composite factor is used for each product based on the distribution by state).

General Model Framework

Risk_class is the risk class factor which reflects the different morbidity levels for each risk class.

j-prime(t) is the factor to convert all lives ($l_x(t-1)$) to active, healthy lives. The claim cost assumptions should only be applied to those people not already on claim.

morb_improvement(t) is the future morbidity improvement factor for month t.

DB(t) is the current daily benefit at time t (i.e. daily benefit increased for any inflation benefit option).

WOP_Load is the load to include waiver of premium costs in incurred claims.

Lifetime Loss Ratio

$$LR = (\text{Accum_IC} + \text{PV_IC}) / (\text{Accum_EP} + \text{PV_EP}),$$

where,

LR is the lifetime loss ratio as of 12/31/2013.

Accum_IC is the historical incurred claims accumulated with interest to 12/31/2013.

PV_IC is the future incurred claims discounted with interest to 12/31/2013.

Accum_EP is the historical earned premium accumulated with interest to 12/31/2013.

PV_EP is the future earned premium discounted with interest to 12/31/2013.

For the purposes of accumulating and discounting, a middle of the year timing is assumed.

CMFG Life Insurance Company
Distribution of Inforce Business as of December 31, 2013
All Policies - Nationwide

	<u>1993 Product</u>				<u>1997 Product</u>			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
Issue Year								
1993	23	7.5%	31,327	6.4%	0	0.0%	0	0.0%
1994	47	15.4%	65,628	13.3%	0	0.0%	0	0.0%
1995	85	27.8%	147,759	30.0%	0	0.0%	0	0.0%
1996	100	32.7%	170,838	34.7%	0	0.0%	0	0.0%
1997	39	12.7%	61,812	12.6%	28	1.2%	37,388	1.3%
1998	10	3.3%	12,877	2.6%	238	10.3%	301,943	10.4%
1999	2	0.7%	1,691	0.3%	594	25.8%	604,085	20.8%
2000	0	0.0%	0	0.0%	464	20.1%	584,176	20.1%
2001	0	0.0%	0	0.0%	433	18.8%	580,962	20.0%
2002	0	0.0%	0	0.0%	378	16.4%	557,861	19.2%
2003	0	0.0%	0	0.0%	152	6.6%	214,159	7.4%
2004	0	0.0%	0	0.0%	16	0.7%	28,216	1.0%
Total	306	100.0%	491,932	100.0%	2,303	100.0%	2,908,791	100.0%

Issue Age								
20-25	0	0.0%	0	0.0%	1	0.0%	245	0.0%
25-30	0	0.0%	0	0.0%	28	1.2%	10,730	0.4%
30-35	0	0.0%	0	0.0%	128	5.6%	49,698	1.7%
35-40	2	0.7%	1,451	0.3%	170	7.4%	72,405	2.5%
40-45	1	0.3%	1,026	0.2%	198	8.6%	133,909	4.6%
45-50	11	3.6%	9,998	2.0%	310	13.5%	277,236	9.5%
50-55	43	14.1%	46,673	9.5%	446	19.4%	483,410	16.6%
55-60	51	16.7%	65,353	13.3%	438	19.0%	621,274	21.4%
60-65	91	29.7%	133,113	27.1%	326	14.2%	573,823	19.7%
65-70	67	21.9%	130,999	26.6%	164	7.1%	386,454	13.3%
70-75	36	11.8%	90,599	18.4%	72	3.1%	198,371	6.8%
75-80	3	1.0%	11,655	2.4%	18	0.8%	76,075	2.6%
80-85	1	0.3%	1,066	0.2%	4	0.2%	25,163	0.9%
Total	306	100.0%	491,932	100.0%	2,303	100.0%	2,908,791	100.0%

Average Issue Age	61.4	52.2
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Gender								
Male	111	36.3%	179,195	36.4%	887	38.5%	1,092,196	37.5%
Female	195	63.7%	312,737	63.6%	1,416	61.5%	1,816,595	62.5%
Total	306	100.0%	491,932	100.0%	2,303	100.0%	2,908,791	100.0%

CMFG Life Insurance Company
Distribution of Inforce Business as of December 31, 2013
All Policies - Nationwide

	<u>1993 Product</u>				<u>1997 Product</u>			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
Inflation Protection								
None	127	41.5%	180,942	36.8%	785	34.1%	866,938	29.8%
Future Purchase Option	55	18.0%	108,615	22.1%	94	4.1%	147,376	5.1%
5% Simple - Twenty Years	0	0.0%	0	0.0%	254	11.0%	437,032	15.0%
5% Simple - Lifetime	0	0.0%	0	0.0%	295	12.8%	353,255	12.1%
5% Compound - Twenty Years	102	33.3%	164,158	33.4%	129	5.6%	223,807	7.7%
5% Compound - Lifetime	22	7.2%	38,217	7.8%	746	32.4%	880,383	30.3%
Total	306	100.0%	491,932	100.0%	2,303	100.0%	2,908,791	100.0%
Other Optional Riders								
Return of Premium	30	9.8%	35,797	7.3%	124	5.4%	138,370	4.8%
Nonforfeiture Rider	0	0.0%	0	0.0%	79	3.4%	63,374	2.2%
Limited Payment Options								
Single Pay	0	0.0%	0	0.0%	0	0.0%	0	0.0%
10 Pay	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Paid up 65	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Lifetime	306	100.0%	491,932	100.0%	2,303	100.0%	2,908,791	100.0%
Total	306	100.0%	491,932	100.0%	2,303	100.0%	2,908,791	100.0%
Elimination Period								
0	0	0.0%	0	0.0%	502	21.8%	448,472	15.4%
10	0	0.0%	0	0.0%	38	1.7%	66,738	2.3%
20	0	0.0%	0	0.0%	621	27.0%	718,682	24.7%
30	143	46.7%	216,871	44.1%	0	0.0%	0	0.0%
60	0	0.0%	0	0.0%	390	16.9%	597,395	20.5%
90	127	41.5%	206,519	42.0%	642	27.9%	933,031	32.1%
180	36	11.8%	68,542	13.9%	110	4.8%	144,474	5.0%
Total	306	100.0%	491,932	100.0%	2,303	100.0%	2,908,791	100.0%
Benefit Period								
730	21	6.9%	24,802	5.0%	158	6.9%	164,231	5.6%
1095	0	0.0%	0	0.0%	19	0.8%	21,361	0.7%
1460	78	25.5%	122,165	24.8%	473	20.5%	589,981	20.3%
2190	46	15.0%	80,353	16.3%	754	32.7%	654,097	22.5%
10950	161	52.6%	264,612	53.8%	899	39.0%	1,479,120	50.9%
Total	306	100.0%	491,932	100.0%	2,303	100.0%	2,908,791	100.0%
Marital Status								
Single	306	100.0%	491,932	100.0%	922	40.0%	1,381,225	47.5%
Married 1-insured	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Married 2-insureds	0	0.0%	0	0.0%	1,381	60.0%	1,527,566	52.5%
Total	306	100.0%	491,932	100.0%	2,303	100.0%	2,908,791	100.0%

CMFG Life Insurance Company
Distribution of Inforce Business as of December 31, 2013
All Policies - Nationwide

Issue Year	2002 Product				2006 Product			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
2002	2	0.0%	712	0.0%	0	0.0%	0	0.0%
2003	1,030	7.0%	1,196,099	5.1%	0	0.0%	0	0.0%
2004	2,201	14.9%	3,555,261	15.3%	0	0.0%	0	0.0%
2005	3,114	21.1%	5,064,278	21.8%	0	0.0%	0	0.0%
2006	4,280	28.9%	6,589,325	28.4%	5	0.0%	6,538	0.0%
2007	3,043	20.6%	4,874,991	21.0%	2,260	15.7%	3,231,119	14.7%
2008	1,075	7.3%	1,879,786	8.1%	3,630	25.3%	5,539,455	25.1%
2009	46	0.3%	78,373	0.3%	4,344	30.3%	6,711,533	30.5%
2010	0	0.0%	0	0.0%	4,118	28.7%	6,541,836	29.7%
2011	0	0.0%	0	0.0%	1	0.0%	589	0.0%
Total	14,791	100.0%	23,238,825	100.0%	14,358	100.0%	22,031,072	100.0%

Issue Age								
20-25	14	0.1%	7,214	0.0%	4	0.0%	2,742	0.0%
25-30	9	0.1%	4,178	0.0%	7	0.0%	3,215	0.0%
30-35	30	0.2%	20,154	0.1%	14	0.1%	12,390	0.1%
35-40	56	0.4%	47,210	0.2%	52	0.4%	55,416	0.3%
40-45	169	1.1%	164,356	0.7%	100	0.7%	114,001	0.5%
45-50	935	6.3%	1,065,614	4.6%	656	4.6%	739,711	3.4%
50-55	2,901	19.6%	3,750,693	16.1%	2,386	16.6%	2,882,731	13.1%
55-60	4,203	28.4%	5,985,346	25.8%	3,872	27.0%	5,286,190	24.0%
60-65	3,521	23.8%	5,973,771	25.7%	4,114	28.7%	6,522,031	29.6%
65-70	1,856	12.5%	3,588,671	15.4%	2,237	15.6%	4,217,111	19.1%
70-75	862	5.8%	1,959,233	8.4%	779	5.4%	1,782,408	8.1%
75-80	220	1.5%	600,139	2.6%	128	0.9%	380,215	1.7%
80-85	15	0.1%	72,246	0.3%	9	0.1%	32,909	0.1%
Total	14,791	100.0%	23,238,825	100.0%	14,358	100.0%	22,031,072	100.0%

Average Age	58.7	59.5
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Gender								
Male	6,080	41.1%	9,678,527	41.6%	6,028	42.0%	9,303,858	42.2%
Female	8,711	58.9%	13,560,297	58.4%	8,330	58.0%	12,727,214	57.8%
Total	14,791	100.0%	23,238,825	100.0%	14,358	100.0%	22,031,072	100.0%

CMFG Life Insurance Company
Distribution of Inforce Business as of December 31, 2013
All Policies - Nationwide

	2002 Product				2006 Product			
	Count	% of Count	Premium	% of Premium	Count	% of Count	Premium	% of Premium
Inflation Protection								
None	1,863	12.6%	2,629,616	11.3%	1,822	12.7%	2,460,899	11.2%
3% Compound - Lifetime	5,982	40.4%	8,692,140	37.4%	5,733	39.9%	8,565,998	38.9%
5% Simple - Lifetime	0	0.0%	0	0.0%	3,791	26.4%	5,737,775	26.0%
5% Compound - Fifteen Years	470	3.2%	717,979	3.1%	0	0.0%	0	0.0%
5% Compound - Twenty Years	84	0.6%	107,860	0.5%	0	0.0%	0	0.0%
5% Compound - Lifetime	6,392	43.2%	11,091,230	47.7%	3,012	21.0%	5,266,399	23.9%
Total	14,791	100.0%	23,238,825	100.0%	14,358	100.0%	22,031,072	100.0%
Other Optional Riders								
Return of Premium	190	1.3%	243,580	1.0%	103	0.7%	147,479	0.7%
Nonforfeiture Rider	56	0.4%	97,568	0.4%	54	0.4%	98,011	0.4%
HHEP 10 Day	3,156	21.3%	5,120,190	22.0%	4,941	34.4%	7,828,330	35.5%
Restoration of Benefits	2,938	19.9%	4,640,368	20.0%	2,889	20.1%	4,486,875	20.4%
Shared Extended Expense	3,127	21.1%	4,653,579	20.0%	1,953	13.6%	2,939,427	13.3%
Surviving Spousal	144	1.0%	194,915	0.8%	1,528	10.6%	2,224,851	10.1%
Living at Home	0	0.0%	0	0.0%	1,105	7.7%	1,952,825	8.9%
Limited Payment Options								
Single Pay	0	0.0%	0	0.0%	0	0.0%	0	0.0%
10 Pay	1,111	7.5%	1,772,384	7.6%	64	0.4%	244,034	1.1%
Paid up 65	802	5.4%	1,268,431	5.5%	69	0.5%	198,615	0.9%
Lifetime	12,878	87.1%	20,198,010	86.9%	14,225	99.1%	21,588,423	98.0%
Total	14,791	100.0%	23,238,825	100.0%	14,358	100.0%	22,031,072	100.0%
Elimination Period								
30	4,155	28.1%	6,786,089	29.2%	1,206	8.4%	1,996,923	9.1%
60	2,036	13.8%	3,264,315	14.0%	2,086	14.5%	3,176,037	14.4%
90	8,367	56.6%	12,838,592	55.2%	8,649	60.2%	13,369,122	60.7%
100	0	0.0%	0	0.0%	2,138	14.9%	3,096,508	14.1%
180	233	1.6%	349,829	1.5%	279	1.9%	392,483	1.8%
Total	14,791	100.0%	23,238,825	100.0%	14,358	100.0%	22,031,072	100.0%
Benefit Period								
365	238	1.6%	189,555	0.8%	227	1.6%	148,399	0.7%
730	1,558	10.5%	2,069,464	8.9%	2,361	16.4%	3,011,902	13.7%
1095	5,744	38.8%	8,326,460	35.8%	6,762	47.1%	9,866,980	44.8%
1460	2,047	13.8%	3,273,815	14.1%	2,038	14.2%	3,446,267	15.6%
1825	3,483	23.5%	5,868,391	25.3%	2,294	16.0%	4,038,148	18.3%
10950	1,721	11.6%	3,511,140	15.1%	676	4.7%	1,519,375	6.9%
Total	14,791	100.0%	23,238,825	100.0%	14,358	100.0%	22,031,072	100.0%
Marital Status								
Single	2,676	18.1%	4,816,284	20.7%	2,278	15.9%	4,259,244	19.3%
Married 1-insured	2,616	17.7%	4,518,462	19.4%	2,602	18.1%	4,582,581	20.8%
Married 2-insureds	9,499	64.2%	13,904,078	59.8%	9,478	66.0%	13,189,246	59.9%
Total	14,791	100.0%	23,238,825	100.0%	14,358	100.0%	22,031,072	100.0%

Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
All Business

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	37,456	2,337	6.2%	0.1%	0.1%	6.1%	6.1%	6.0%
2	35,119	1,440	4.1%	0.2%	0.2%	3.9%	3.9%	4.0%
3	33,659	992	2.9%	0.3%	0.3%	2.7%	2.7%	3.0%
4	27,765	726	2.6%	0.3%	0.4%	2.3%	2.3%	2.0%
5	22,633	547	2.4%	0.4%	0.4%	2.0%	2.0%	2.0%
6	17,295	383	2.2%	0.5%	0.5%	1.7%	1.7%	1.5%
7	11,633	301	2.6%	0.9%	0.7%	1.7%	1.9%	1.5%
8	7,229	153	2.1%	0.7%	0.9%	1.4%	1.2%	1.5%
9	4,987	115	2.3%	0.9%	1.1%	1.4%	1.2%	1.0%
10	3,553	90	2.5%	0.7%	1.2%	1.8%	1.4%	1.0%
11	2,756	72	2.6%	0.9%	1.3%	1.7%	1.3%	1.0%
12	2,281	74	3.2%	0.8%	1.5%	2.4%	1.8%	1.0%
13	1,777	79	4.4%	1.6%	1.6%	2.9%	2.8%	1.0%
14	1,264	47	3.7%	1.8%	1.9%	1.9%	1.9%	1.0%
15	622	27	4.3%	1.9%	2.7%	2.4%	1.6%	1.0%
16	339	10	2.9%	1.8%	3.5%	1.2%	-0.6%	1.0%
17	265	10	3.8%	2.6%	3.8%	1.1%	-0.1%	1.0%
18	180	24	13.3%	8.3%	4.3%	5.0%	9.0%	1.0%
19	65	3	4.6%	1.5%	4.7%	3.1%	-0.1%	1.0%
20	21	1	4.8%	4.8%	6.2%	0.0%	-1.4%	1.0%
Total	210,899	7,431	3.5%	0.4%	0.4%	3.1%	3.1%	
Weighted Average Lapse Rate Durations 6+ =>						1.8%	1.6%	
Weighted Average Lapse Rate Durations 8+ =>						1.9%	1.6%	
Weighted Average Lapse Rate Durations 10+ =>						2.2%	1.8%	

Notes:

- 1) Experience from inception through December 31, 2013
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the current projection assumption (ultimate lapse rate of 1.0% starts in duration 9 and later)
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Female

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	22,090	1,460	6.6%	0.1%	0.1%	6.5%	6.5%	6.0%
2	20,630	864	4.2%	0.2%	0.2%	4.0%	4.0%	4.0%
3	19,752	610	3.1%	0.2%	0.2%	2.9%	2.9%	3.0%
4	16,311	408	2.5%	0.2%	0.3%	2.3%	2.2%	2.0%
5	13,326	313	2.3%	0.3%	0.4%	2.1%	2.0%	2.0%
6	10,259	209	2.0%	0.4%	0.4%	1.6%	1.6%	1.5%
7	6,956	175	2.5%	0.8%	0.6%	1.8%	2.0%	1.5%
8	4,372	75	1.7%	0.4%	0.7%	1.3%	1.0%	1.5%
9	3,060	68	2.2%	0.8%	0.9%	1.4%	1.3%	1.0%
10	2,197	64	2.9%	0.7%	1.0%	2.2%	1.9%	1.0%
11	1,692	44	2.6%	1.0%	1.1%	1.6%	1.5%	1.0%
12	1,399	48	3.4%	0.6%	1.3%	2.9%	2.2%	1.0%
13	1,083	49	4.5%	1.4%	1.4%	3.1%	3.1%	1.0%
14	772	32	4.1%	1.8%	1.6%	2.3%	2.5%	1.0%
15	383	18	4.7%	2.1%	2.3%	2.6%	2.4%	1.0%
16	215	6	2.8%	1.4%	3.1%	1.4%	-0.3%	1.0%
17	165	4	2.4%	1.8%	3.4%	0.6%	-0.9%	1.0%
18	118	15	12.7%	8.5%	3.9%	4.2%	8.8%	1.0%
19	44	1	2.3%	0.0%	4.2%	2.3%	-2.0%	1.0%
20	14	1	7.1%	7.1%	5.9%	0.0%	1.2%	1.0%
Total	124,838	4,464	3.6%	0.3%	0.4%	3.3%	3.2%	

Weighted Average Lapse Rate Durations 6+ =>	1.8%	1.7%
Weighted Average Lapse Rate Durations 8+ =>	2.1%	1.9%
Weighted Average Lapse Rate Durations 10+ =>	2.4%	2.1%

Notes:

- 1) Experience from inception through December 31, 2013
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- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the current projection assumption (ultimate lapse rate of 1.0% starts in duration 9 and later)
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Male

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	15,366	877	5.7%	0.2%	0.2%	5.5%	5.6%	6.0%
2	14,489	576	4.0%	0.4%	0.3%	3.6%	3.7%	4.0%
3	13,907	382	2.7%	0.4%	0.4%	2.4%	2.4%	3.0%
4	11,454	318	2.8%	0.4%	0.5%	2.4%	2.3%	2.0%
5	9,307	234	2.5%	0.5%	0.6%	2.0%	1.9%	2.0%
6	7,036	174	2.5%	0.7%	0.7%	1.7%	1.8%	1.5%
7	4,677	126	2.7%	1.0%	0.9%	1.7%	1.8%	1.5%
8	2,857	78	2.7%	1.1%	1.1%	1.6%	1.6%	1.5%
9	1,927	47	2.4%	1.0%	1.3%	1.5%	1.1%	1.0%
10	1,356	26	1.9%	0.7%	1.4%	1.3%	0.5%	1.0%
11	1,064	28	2.6%	0.8%	1.6%	1.8%	1.1%	1.0%
12	882	26	2.9%	1.2%	1.8%	1.7%	1.2%	1.0%
13	694	30	4.3%	1.9%	2.0%	2.4%	2.4%	1.0%
14	492	15	3.0%	1.8%	2.2%	1.2%	0.8%	1.0%
15	239	9	3.8%	1.7%	3.4%	2.1%	0.3%	1.0%
16	124	4	3.2%	2.4%	4.4%	0.8%	-1.2%	1.0%
17	100	6	6.0%	4.0%	4.6%	2.0%	1.4%	1.0%
18	62	9	14.5%	8.1%	5.0%	6.5%	9.5%	1.0%
19	21	2	9.5%	4.8%	5.8%	4.8%	3.8%	1.0%
20	7	0	0.0%	0.0%	6.7%	0.0%	-6.7%	1.0%
Total	86,061	2,967	3.4%	0.5%	0.5%	2.9%	2.9%	

Weighted Average Lapse Rate Durations 6+ =>	1.7%	1.4%
Weighted Average Lapse Rate Durations 8+ =>	1.7%	1.1%
Weighted Average Lapse Rate Durations 10+ =>	1.9%	1.3%

Notes:

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- 6) Current Voluntary Lapse Rate is the current projection assumption (ultimate lapse rate of 1.0% starts in duration 9 and later)
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
1993 Product

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	547	22	4.0%	0.5%	0.2%	3.5%	3.8%	6.0%
2	525	15	2.9%	0.4%	0.3%	2.5%	2.6%	4.0%
3	510	11	2.2%	1.0%	0.4%	1.2%	1.7%	3.0%
4	499	14	2.8%	2.0%	0.6%	0.8%	2.2%	2.0%
5	485	5	1.0%	0.4%	0.8%	0.6%	0.2%	2.0%
6	480	4	0.8%	0.8%	1.0%	0.0%	-0.2%	1.5%
7	476	11	2.3%	1.5%	1.3%	0.8%	1.0%	1.5%
8	465	4	0.9%	0.9%	1.6%	0.0%	-0.7%	1.5%
9	461	16	3.5%	2.6%	1.9%	0.9%	1.5%	1.0%
10	445	9	2.0%	1.3%	2.1%	0.7%	-0.1%	1.0%
11	436	16	3.7%	2.5%	2.3%	1.1%	1.3%	1.0%
12	420	13	3.1%	1.2%	2.5%	1.9%	0.6%	1.0%
13	407	17	4.2%	2.5%	2.8%	1.7%	1.4%	1.0%
14	390	13	3.3%	2.8%	3.0%	0.5%	0.3%	1.0%
15	375	18	4.8%	2.9%	3.2%	1.9%	1.6%	1.0%
16	333	10	3.0%	1.8%	3.6%	1.2%	-0.6%	1.0%
17	265	10	3.8%	2.6%	3.8%	1.1%	-0.1%	1.0%
18	180	24	13.3%	8.3%	4.3%	5.0%	9.0%	1.0%
19	65	3	4.6%	1.5%	4.7%	3.1%	-0.1%	1.0%
20	21	1	4.8%	4.8%	6.2%	0.0%	-1.4%	1.0%
Total	7,785	236	3.0%	1.7%	1.8%	1.3%	1.3%	

Weighted Average Lapse Rate Durations 6+ =>	1.2%	0.9%
Weighted Average Lapse Rate Durations 8+ =>	1.4%	1.1%
Weighted Average Lapse Rate Durations 10+ =>	1.6%	1.2%

Notes:

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- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
1997 Product

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	3,331	135	4.1%	0.2%	0.1%	3.9%	4.0%	6.0%
2	3,196	98	3.1%	0.3%	0.1%	2.7%	2.9%	4.0%
3	3,098	85	2.7%	0.2%	0.2%	2.5%	2.5%	3.0%
4	3,013	73	2.4%	0.3%	0.3%	2.1%	2.1%	2.0%
5	2,940	70	2.4%	0.4%	0.4%	1.9%	2.0%	2.0%
6	2,870	61	2.1%	0.6%	0.5%	1.5%	1.7%	1.5%
7	2,809	71	2.5%	0.7%	0.6%	1.8%	1.9%	1.5%
8	2,738	66	2.4%	0.7%	0.7%	1.7%	1.7%	1.5%
9	2,672	63	2.4%	0.7%	0.9%	1.6%	1.5%	1.0%
10	2,592	64	2.5%	0.5%	1.0%	2.0%	1.5%	1.0%
11	2,320	56	2.4%	0.6%	1.1%	1.8%	1.3%	1.0%
12	1,861	61	3.3%	0.8%	1.2%	2.5%	2.1%	1.0%
13	1,370	62	4.5%	1.3%	1.3%	3.2%	3.2%	1.0%
14	874	34	3.9%	1.4%	1.4%	2.5%	2.5%	1.0%
15	247	9	3.6%	0.4%	2.0%	3.2%	1.7%	1.0%
16	6	0	0.0%	0.0%	2.6%	0.0%	-2.6%	1.0%
Total	35,937	1,008	2.8%	0.5%	0.6%	2.3%	2.2%	

Weighted Average Lapse Rate Durations 6+ =>	2.0%	1.8%
Weighted Average Lapse Rate Durations 8+ =>	2.1%	1.8%
Weighted Average Lapse Rate Durations 10+ =>	2.4%	2.1%

Notes:

- 1) Experience from inception through December 31, 2013
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- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the current projection assumption (ultimate lapse rate of 1.0% starts in duration 9 and later)
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
2002 Product

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	16,656	1,136	6.8%	0.1%	0.1%	6.7%	6.7%	6.0%
2	15,520	682	4.4%	0.2%	0.2%	4.2%	4.2%	4.0%
3	14,838	480	3.2%	0.3%	0.3%	2.9%	2.9%	3.0%
4	14,358	402	2.8%	0.3%	0.4%	2.5%	2.4%	2.0%
5	13,734	322	2.3%	0.3%	0.5%	2.0%	1.9%	2.0%
6	12,215	271	2.2%	0.5%	0.6%	1.7%	1.7%	1.5%
7	8,348	219	2.6%	0.9%	0.7%	1.7%	1.9%	1.5%
8	4,026	83	2.1%	0.7%	0.9%	1.4%	1.2%	1.5%
9	1,854	36	1.9%	0.6%	1.1%	1.3%	0.8%	1.0%
10	516	17	3.3%	1.2%	1.2%	2.1%	2.1%	1.0%
Total	102,065	3,648	3.6%	0.4%	0.4%	3.2%	3.2%	

Notes:

- 1) Experience from inception through December 31, 2013
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- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the current projection assumption (ultimate lapse rate of 1.0% starts in duration 9 and later)
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

**Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
2006 Product**

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	16,922	1,044	6.2%	0.1%	0.1%	6.1%	6.1%	6.0%
2	15,878	645	4.1%	0.2%	0.2%	3.8%	3.9%	4.0%
3	15,213	416	2.7%	0.2%	0.3%	2.5%	2.4%	3.0%
4	9,895	237	2.4%	0.2%	0.4%	2.2%	2.0%	2.0%
5	5,474	150	2.7%	0.4%	0.4%	2.3%	2.3%	2.0%
6	1,730	47	2.7%	0.5%	0.5%	2.2%	2.2%	2.0%
Total	65,112	2,539	3.9%	0.2%	0.3%	3.7%	3.6%	

Notes:

- 1) Experience from inception through December 31, 2013
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- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the current projection assumption (ultimate lapse rate of 1.0% starts in duration 9 and later)
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Single

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	8,280	694	8.4%	0.2%	0.1%	8.2%	8.3%	6.0%
2	7,586	443	5.8%	0.2%	0.2%	5.6%	5.6%	4.0%
3	7,139	287	4.0%	0.3%	0.3%	3.7%	3.7%	3.0%
4	6,028	200	3.3%	0.3%	0.4%	3.0%	2.9%	2.0%
5	5,147	164	3.2%	0.4%	0.5%	2.8%	2.7%	2.0%
6	4,229	113	2.7%	0.7%	0.6%	2.0%	2.1%	1.5%
7	3,264	115	3.5%	1.2%	0.8%	2.4%	2.7%	1.5%
8	2,400	62	2.6%	0.8%	1.0%	1.8%	1.6%	1.5%
9	1,952	63	3.2%	1.3%	1.3%	1.9%	1.9%	1.0%
10	1,620	59	3.6%	1.0%	1.5%	2.6%	2.2%	1.0%
11	1,347	39	2.9%	1.5%	1.7%	1.4%	1.2%	1.0%
12	1,135	44	3.9%	1.0%	1.8%	2.9%	2.0%	1.0%
13	913	40	4.4%	2.3%	2.1%	2.1%	2.3%	1.0%
14	697	26	3.7%	2.2%	2.4%	1.6%	1.3%	1.0%
15	461	21	4.6%	2.6%	3.1%	2.0%	1.5%	1.0%
16	334	10	3.0%	1.8%	3.6%	1.2%	-0.6%	1.0%
17	265	10	3.8%	2.6%	3.8%	1.1%	-0.1%	1.0%
18	180	24	13.3%	8.3%	4.3%	5.0%	9.0%	1.0%
19	65	3	4.6%	1.5%	4.7%	3.1%	-0.1%	1.0%
20	21	1	4.8%	4.8%	6.2%	0.0%	-1.4%	1.0%
Total	53,063	2,418	4.6%	0.6%	0.7%	3.9%	3.9%	

Weighted Average Lapse Rate Durations 6+ =>	2.1%	2.0%
Weighted Average Lapse Rate Durations 8+ =>	2.1%	1.8%
Weighted Average Lapse Rate Durations 10+ =>	2.0%	1.7%

Notes:

- 1) Experience from inception through December 31, 2013
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
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- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the current projection assumption (ultimate lapse rate of 1.0% starts in duration 9 and later)
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Married

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	29,176	1,643	5.6%	0.1%	0.1%	5.5%	5.5%	6.0%
2	27,533	997	3.6%	0.2%	0.2%	3.4%	3.4%	4.0%
3	26,520	705	2.7%	0.3%	0.3%	2.4%	2.4%	3.0%
4	21,737	526	2.4%	0.3%	0.4%	2.1%	2.1%	2.0%
5	17,486	383	2.2%	0.4%	0.4%	1.8%	1.8%	2.0%
6	13,066	270	2.1%	0.5%	0.5%	1.6%	1.5%	1.5%
7	8,369	186	2.2%	0.7%	0.6%	1.5%	1.6%	1.5%
8	4,829	91	1.9%	0.7%	0.8%	1.2%	1.1%	1.5%
9	3,035	52	1.7%	0.6%	0.9%	1.1%	0.8%	1.0%
10	1,933	31	1.6%	0.4%	0.9%	1.2%	0.7%	1.0%
11	1,409	33	2.3%	0.4%	1.0%	1.9%	1.4%	1.0%
12	1,146	30	2.6%	0.7%	1.1%	1.9%	1.5%	1.0%
13	864	39	4.5%	0.8%	1.1%	3.7%	3.4%	1.0%
14	567	21	3.7%	1.4%	1.2%	2.3%	2.5%	1.0%
15	161	6	3.7%	0.0%	1.7%	3.7%	2.0%	1.0%
16	5	0	0.0%	0.0%	2.4%	0.0%	-2.4%	1.0%
Total	157,836	5,013	3.2%	0.3%	0.4%	2.9%	2.8%	

Weighted Average Lapse Rate Durations 6+ =>	1.5%	1.4%
Weighted Average Lapse Rate Durations 8+ =>	1.7%	1.3%
Weighted Average Lapse Rate Durations 10+ =>	2.4%	2.0%

Notes:

- 1) Experience from inception through December 31, 2013
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- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the current projection assumption (ultimate lapse rate of 1.0% starts in duration 9 and later)
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Policies with Inflation Protection

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	31,111	1,866	6.0%	0.1%	0.1%	5.9%	5.9%	6.0%
2	29,245	1,160	4.0%	0.2%	0.2%	3.8%	3.8%	4.0%
3	28,065	809	2.9%	0.2%	0.3%	2.7%	2.6%	3.0%
4	22,966	583	2.5%	0.2%	0.3%	2.3%	2.2%	2.0%
5	18,476	421	2.3%	0.3%	0.4%	1.9%	1.9%	2.0%
6	13,827	293	2.1%	0.4%	0.5%	1.7%	1.7%	1.5%
7	8,833	197	2.2%	0.7%	0.6%	1.5%	1.7%	1.5%
8	5,032	103	2.0%	0.5%	0.7%	1.6%	1.4%	1.5%
9	3,179	68	2.1%	0.6%	0.8%	1.6%	1.3%	1.0%
10	2,123	53	2.5%	0.6%	0.9%	1.9%	1.6%	1.0%
11	1,530	38	2.5%	0.6%	0.9%	1.9%	1.5%	1.0%
12	1,201	32	2.7%	0.4%	1.1%	2.2%	1.6%	1.0%
13	914	38	4.2%	1.0%	1.2%	3.2%	3.0%	1.0%
14	667	16	2.4%	0.7%	1.3%	1.6%	1.1%	1.0%
15	272	7	2.6%	1.5%	2.1%	1.1%	0.4%	1.0%
16	139	1	0.7%	0.0%	3.1%	0.7%	-2.3%	1.0%
17	112	4	3.6%	3.6%	3.3%	0.0%	0.3%	1.0%
18	75	6	8.0%	5.3%	3.6%	2.7%	4.4%	1.0%
19	24	2	8.3%	0.0%	3.4%	8.3%	4.9%	1.0%
20	5	0	0.0%	0.0%	5.9%	0.0%	-5.9%	1.0%
Total	167,796	5,697	3.4%	0.3%	0.3%	3.1%	3.1%	

Weighted Average Lapse Rate Durations 6+ =>	1.7%	1.6%
Weighted Average Lapse Rate Durations 8+ =>	1.9%	1.5%
Weighted Average Lapse Rate Durations 10+ =>	2.1%	1.6%

Notes:

- 1) Experience from inception through December 31, 2013
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the current projection assumption (ultimate lapse rate of 1.0% starts in duration 9 and later)
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Voluntary Lapse Study
CMFG Life Insurance Company
Experience by Policy Duration
Policies without Inflation Protection

Policy Duration	Total Lives	Total Terminations		Mortality Rate		Voluntary Lapse Rate		
		Count	Rate	Actual	Expected	Actual	Implied	"Current"
1	6,345	471	7.4%	0.2%	0.2%	7.2%	7.2%	6.0%
2	5,874	280	4.8%	0.4%	0.3%	4.3%	4.5%	4.0%
3	5,594	183	3.3%	0.6%	0.5%	2.6%	2.8%	3.0%
4	4,799	143	3.0%	0.6%	0.6%	2.4%	2.4%	2.0%
5	4,157	126	3.0%	0.6%	0.7%	2.4%	2.3%	2.0%
6	3,468	90	2.6%	1.0%	0.9%	1.6%	1.7%	1.5%
7	2,800	104	3.7%	1.2%	1.1%	2.5%	2.6%	1.5%
8	2,197	50	2.3%	1.1%	1.3%	1.1%	1.0%	1.5%
9	1,808	47	2.6%	1.4%	1.6%	1.2%	1.0%	1.0%
10	1,430	37	2.6%	0.9%	1.6%	1.7%	1.0%	1.0%
11	1,226	34	2.8%	1.4%	1.8%	1.4%	1.0%	1.0%
12	1,080	42	3.9%	1.3%	1.9%	2.6%	2.0%	1.0%
13	863	41	4.8%	2.2%	2.1%	2.5%	2.7%	1.0%
14	597	31	5.2%	3.0%	2.5%	2.2%	2.7%	1.0%
15	350	20	5.7%	2.3%	3.2%	3.4%	2.5%	1.0%
16	200	9	4.5%	3.0%	3.9%	1.5%	0.6%	1.0%
17	153	6	3.9%	2.0%	4.3%	2.0%	-0.3%	1.0%
18	105	18	17.1%	10.5%	4.8%	6.7%	12.3%	1.0%
19	41	1	2.4%	2.4%	5.5%	0.0%	-3.0%	1.0%
20	16	1	6.3%	6.3%	6.3%	0.0%	0.0%	1.0%
Total	43,103	1,734	4.0%	0.8%	0.9%	3.2%	3.2%	

Weighted Average Lapse Rate Durations 6+ =>	1.9%	1.7%
Weighted Average Lapse Rate Durations 8+ =>	1.9%	1.6%
Weighted Average Lapse Rate Durations 10+ =>	2.3%	2.0%

Notes:

- 1) Experience from inception through December 31, 2013
- 2) Actual Mortality Rate based on either match to Death Master File or termination reason coded as "death"
- 3) Expected Mortality Rate based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Actual Voluntary Lapse Rate is the Total Termination Rate minus the Actual Mortality Rate
- 5) Implied Voluntary Lapse Rate is the Total Termination Rate minus the Expected Mortality Rate
- 6) Current Voluntary Lapse Rate is the current projection assumption (ultimate lapse rate of 1.0% starts in duration 9 and later)
- 7) Includes only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
All Products

		Actual Results		Original Pricing Assumptions			Current Assumptions		
Policy Duration	Total Lives	Total Terminations		Lapse	Mortality	Total Terminations	Lapse	Mortality	Total Terminations
1	37,456	6.2%		8.5%	0.5%	9.0%	6.0%	0.1%	6.1%
2	35,119	4.1%		7.0%	0.6%	7.5%	4.0%	0.2%	4.2%
3	33,659	2.9%		5.5%	0.7%	6.2%	3.0%	0.3%	3.3%
4	27,765	2.6%		4.7%	0.9%	5.6%	2.0%	0.4%	2.4%
5	22,633	2.4%		4.5%	1.1%	5.6%	2.0%	0.4%	2.4%
6	17,295	2.2%		4.5%	1.3%	5.8%	1.5%	0.5%	2.0%
7	11,633	2.6%		4.1%	1.5%	5.6%	1.5%	0.7%	2.2%
8	7,229	2.1%		4.3%	1.6%	5.9%	1.5%	0.9%	2.4%
9	4,987	2.3%		4.7%	1.7%	6.5%	1.0%	1.1%	2.1%
10	3,553	2.5%		5.2%	1.7%	6.9%	1.0%	1.2%	2.2%
11	2,756	2.6%		6.2%	1.8%	7.9%	1.0%	1.3%	2.3%
12	2,281	3.2%		6.2%	2.0%	8.2%	1.0%	1.5%	2.5%
13	1,777	4.4%		6.2%	2.2%	8.4%	1.0%	1.6%	2.6%
14	1,264	3.7%		6.3%	2.5%	8.8%	1.0%	1.9%	2.9%
15	622	4.3%		6.6%	3.6%	10.2%	1.0%	2.7%	3.7%
16	339	2.9%		7.0%	4.6%	11.5%	1.0%	3.5%	4.5%
17	265	3.8%		7.0%	4.9%	11.9%	1.0%	3.8%	4.8%
18	180	13.3%		7.0%	5.5%	12.5%	1.0%	4.3%	5.3%
19	65	4.6%		7.0%	6.0%	13.0%	1.0%	4.7%	5.7%
20	21	4.8%		7.0%	7.7%	14.7%	1.0%	6.2%	7.2%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price each product.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2013

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
1993 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions			Current Assumptions		
		Total Terminations		Lapse	Mortality	Total Terminations	Lapse	Mortality	Total Terminations
1	547	4.0%		22.4%	1.2%	23.6%	6.0%	0.2%	6.2%
2	525	2.9%		17.4%	1.3%	18.8%	4.0%	0.3%	4.3%
3	510	2.2%		13.5%	1.5%	14.9%	3.0%	0.4%	3.4%
4	499	2.8%		11.9%	1.6%	13.6%	2.0%	0.6%	2.6%
5	485	1.0%		10.4%	1.7%	12.2%	2.0%	0.8%	2.8%
6	480	0.8%		8.9%	1.9%	10.8%	1.5%	1.0%	2.5%
7	476	2.3%		8.4%	2.1%	10.5%	1.5%	1.3%	2.8%
8	465	0.9%		7.9%	2.3%	10.2%	1.5%	1.6%	3.1%
9	461	3.5%		7.5%	2.5%	10.0%	1.0%	1.9%	2.9%
10	445	2.0%		7.0%	2.8%	9.7%	1.0%	2.1%	3.1%
11	436	3.7%		7.0%	3.0%	10.0%	1.0%	2.3%	3.3%
12	420	3.1%		7.0%	3.3%	10.2%	1.0%	2.5%	3.5%
13	407	4.2%		7.0%	3.6%	10.5%	1.0%	2.8%	3.8%
14	390	3.3%		7.0%	3.9%	10.8%	1.0%	3.0%	4.0%
15	375	4.8%		7.0%	4.2%	11.2%	1.0%	3.2%	4.2%
16	333	3.0%		7.0%	4.6%	11.6%	1.0%	3.6%	4.6%
17	265	3.8%		7.0%	4.9%	11.9%	1.0%	3.8%	4.8%
18	180	13.3%		7.0%	5.5%	12.5%	1.0%	4.3%	5.3%
19	65	4.6%		7.0%	6.0%	13.0%	1.0%	4.7%	5.7%
20	21	4.8%		7.0%	7.7%	14.7%	1.0%	6.2%	7.2%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 IAM table.
The original ultimate lapse assumption was 6.0% for issue ages 59 and younger and 8.0% for issue ages 60 and older.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2013

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
1997 Product

Policy Duration	Total Lives	Actual Results		Original Pricing Assumptions			Current Assumptions		
		Total Terminations		Lapse	Mortality	Total Terminations	Lapse	Mortality	Total Terminations
1	3,331	4.1%		10.8%	0.5%	11.3%	6.0%	0.1%	6.1%
2	3,196	3.1%		8.8%	0.6%	9.4%	4.0%	0.1%	4.1%
3	3,098	2.7%		6.8%	0.7%	7.4%	3.0%	0.2%	3.2%
4	3,013	2.4%		6.6%	0.7%	7.3%	2.0%	0.3%	2.3%
5	2,940	2.4%		6.4%	0.8%	7.2%	2.0%	0.4%	2.4%
6	2,870	2.1%		6.2%	0.9%	7.1%	1.5%	0.5%	2.0%
7	2,809	2.5%		6.0%	1.0%	7.0%	1.5%	0.6%	2.1%
8	2,738	2.4%		6.0%	1.1%	7.1%	1.5%	0.7%	2.2%
9	2,672	2.4%		6.0%	1.2%	7.2%	1.0%	0.9%	1.9%
10	2,592	2.5%		6.0%	1.4%	7.4%	1.0%	1.0%	2.0%
11	2,320	2.4%		6.0%	1.6%	7.6%	1.0%	1.1%	2.1%
12	1,861	3.3%		6.0%	1.7%	7.7%	1.0%	1.2%	2.2%
13	1,370	4.5%		6.0%	1.8%	7.8%	1.0%	1.3%	2.3%
14	874	3.9%		6.0%	1.9%	7.9%	1.0%	1.4%	2.4%
15	247	3.6%		6.0%	2.7%	8.7%	1.0%	2.0%	3.0%
16	6	0.0%		6.0%	3.7%	9.7%	1.0%	2.6%	3.6%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table.
The original ultimate lapse assumption was 6.0%.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors.
- 5) Experience is through December 31, 2013

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
2002 Product

		Actual Results		Original Pricing Assumptions			Current Assumptions		
Policy Duration	Total Lives	Total Terminations		Lapse	Mortality	Total Terminations	Lapse	Mortality	Total Terminations
1	16,656	6.8%		10.3%	0.8%	11.1%	6.0%	0.1%	6.1%
2	15,520	4.4%		8.3%	0.9%	9.2%	4.0%	0.2%	4.2%
3	14,838	3.2%		6.5%	1.0%	7.6%	3.0%	0.3%	3.3%
4	14,358	2.8%		5.3%	1.1%	6.5%	2.0%	0.4%	2.4%
5	13,734	2.3%		4.7%	1.3%	6.0%	2.0%	0.5%	2.5%
6	12,215	2.2%		4.3%	1.4%	5.7%	1.5%	0.6%	2.1%
7	8,348	2.6%		3.2%	1.6%	4.8%	1.5%	0.7%	2.2%
8	4,026	2.1%		2.6%	1.9%	4.5%	1.5%	0.9%	2.4%
9	1,854	1.9%		2.2%	2.2%	4.4%	1.0%	1.1%	2.1%
10	516	3.3%		0.0%	2.3%	2.3%	1.0%	1.2%	2.2%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1983 GAM table.
The original ultimate lapse assumption reached 2.0% by duration 10.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 1.0% starting in duration 9.
- 5) Experience is through December 31, 2013

Appendix D
CMFG Life Insurance Company
Policy Persistency Comparison
Nationwide Experience
2006 Product

		Actual Results		Original Pricing Assumptions			Current Assumptions		
Policy Duration	Total Lives	Total Terminations		Lapse	Mortality	Total Terminations	Lapse	Mortality	Total Terminations
1	16,922	6.2%		5.9%	0.1%	6.1%	6.0%	0.1%	6.1%
2	15,878	4.1%		5.0%	0.2%	5.2%	4.0%	0.2%	4.2%
3	15,213	2.7%		4.0%	0.4%	4.3%	3.0%	0.3%	3.3%
4	9,895	2.4%		3.0%	0.5%	3.5%	2.0%	0.4%	2.4%
5	5,474	2.7%		2.5%	0.7%	3.1%	2.0%	0.4%	2.4%
6	1,730	2.7%		1.5%	0.9%	2.4%	1.5%	0.5%	2.0%

Notes:

- 1) The results shown above include only lifetime pay policies (excludes single pay, 10 pay and paid-up at 65)
- 2) The "Actual Results" are the historical total policy termination rates observed by the Company.
- 3) The "Original Pricing Assumptions" are those assumptions originally used to price the product. The mortality assumptions are based on the 1994 GAM table, projected to 2006.
The original ultimate lapse assumption reached 1.0% by duration 7.
- 4) The "Current Assumptions" are those used in the projection for the current rate filing. The mortality assumptions are based on the Annuity 2000 table projected to 2009 (Scale G 100% Male, 50% Female, no smoothing), with selection factors. The current assumed ultimate lapse rate is 1.0% starting in duration 9.
- 5) Experience is through December 31, 2013

Mortality Study
CMFG Life Insurance Company
Experience by Policy Duration

Policy Duration	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Actual Mortality Rate	Expected Mortality Rate	A:E
1 to 3	112,985	4,903	232	218	0.21%	0.19%	106%
4 to 6	73,831	1,735	272	315	0.37%	0.43%	86%
7 to 9	28,699	615	213	223	0.74%	0.78%	95%
10 to 12	8,848	236	70	113	0.79%	1.28%	62%
13+	4,533	201	93	104	2.05%	2.29%	90%
Total	228,896	7,690	880	973	0.38%	0.43%	90%

Notes:

- 1) Experience from inception through December 31, 2013
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Mortality Study includes all premium payment options

Mortality Study
CMFG Life Insurance Company
Experience by Attained Age

Attained Age	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Actual Mortality Rate	Expected Mortality Rate	A:E
<=49	15,496	685	7	8	0.05%	0.05%	82%
50-54	27,170	1,084	33	27	0.12%	0.10%	122%
55-59	48,525	1,510	72	79	0.15%	0.16%	92%
60-64	57,732	1,648	111	149	0.19%	0.26%	74%
65-69	43,017	1,314	208	194	0.48%	0.45%	107%
70-74	22,940	783	166	192	0.72%	0.84%	86%
75-79	10,180	405	139	167	1.37%	1.64%	83%
80-84	3,047	172	96	101	3.15%	3.32%	95%
85-89	692	77	41	43	5.92%	6.19%	96%
90+	97	12	7	12	7.22%	12.72%	57%
Total	228,896	7,690	880	973	0.38%	0.43%	90%

Notes:

- 1) Experience from inception through December 31, 2013
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Mortality Study includes all premium payment options

Mortality Study
CMFG Life Insurance Company
Experience by Gender

Gender	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
Female	135,393	4,618	407	474	0.30%	0.35%	86%
Male	93,503	3,072	473	499	0.51%	0.53%	95%
Total	228,896	7,690	880	973	0.38%	0.43%	90%

Notes:

- 1) Experience from inception through December 31, 2013
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Mortality Study includes all premium payment options

Mortality Study
CMFG Life Insurance Company
Experience by Product

Product	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
2006	65,634	2,553	143	164	0.22%	0.25%	87%
2002	119,538	3,893	410	454	0.34%	0.38%	90%
1997	35,939	1,008	194	216	0.54%	0.60%	90%
1993	7,785	236	133	138	1.71%	1.77%	96%
Total	228,896	7,690	880	973	0.38%	0.43%	90%

Notes:

- 1) Experience from inception through December 31, 2013
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Mortality Study includes all premium payment options

Mortality Study
CMFG Life Insurance Company
Experience by Marital Status

Marital Status	Total Lives	Total Terminations	Actual Deaths	Expected Deaths	Mortality Rate		A:E
					Actual	Expected	
Single	56,790	2,498	334	358	0.59%	0.63%	93%
Married - 1 Insured	34,085	1,747	105	127	0.31%	0.37%	83%
Married - 2 Insured	138,021	3,445	441	488	0.32%	0.35%	90%
Total	228,896	7,690	880	973	0.38%	0.43%	90%

Notes:

- 1) Experience from inception through December 31, 2013
- 2) Actual Deaths based on either match to Death Master File or termination reason coded as "death"
- 3) Expected mortality based on Annuity 2000 table projected to 2009 along with selection factors
- 4) Mortality Study includes all premium payment options

Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
All Business

Calendar Year	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2002	3,228	8	928,106	231,908	145,002	1,160,013	8	59,560	465,932	14%	102%	243%	249%
2003	4,062	16	527,034	-	32,940	527,034	10	62,247	620,357	18%	161%	53%	85%
2004	6,381	3	123,779	-	41,260	123,779	14	64,174	867,823	22%	22%	64%	14%
2004	9,470	14	1,544,416	427,676	140,864	1,972,091	18	66,001	1,204,176	26%	77%	213%	164%
2005	13,867	18	1,339,285	126,354	81,424	1,465,639	24	67,623	1,635,909	31%	74%	120%	90%
2006	19,504	28	1,293,160	260,745	55,497	1,553,906	32	68,613	2,207,057	35%	87%	81%	70%
2007	24,998	36	2,273,958	861,352	87,092	3,135,309	42	69,468	2,907,451	39%	86%	125%	108%
2008	30,065	47	2,807,079	1,283,588	87,035	4,090,668	54	70,253	3,761,455	42%	88%	124%	109%
2010	35,269	52	2,601,741	1,033,228	69,903	3,634,969	67	71,327	4,796,696	43%	77%	98%	76%
2011	36,987	86	3,401,684	4,507,653	91,969	7,909,337	81	72,674	5,898,314	43%	106%	127%	134%
2012	37,412	84	2,072,820	5,830,621	94,089	7,903,441	95	73,836	7,017,363	43%	88%	127%	113%
2013	37,657	94	411,200	9,858,591	108,992	10,269,791	112	75,532	8,479,921	100%	84%	144%	121%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) This exhibit excludes waiver of premium benefits in both actual and expected results

Claim Study
CMFG Life Insurance Company
Experience by Product Series
All Business

Product Series	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1993	5,882	61	2,931,233	3,232,728	101,060	6,163,961	99	56,199	5,555,280	17%	62%	180%	111%
1997	34,402	114	6,381,605	4,811,220	98,263	11,192,826	127	86,892	11,058,942	41%	89%	113%	101%
2002	132,813	207	8,292,816	10,125,674	89,105	18,418,490	232	75,290	17,492,669	81%	89%	118%	105%
2006	85,805	105	1,718,608	6,252,092	76,187	7,970,701	99	58,390	5,755,562	65%	106%	130%	138%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
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- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) This exhibit excludes waiver of premium benefits in both actual and expected results

Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 1993

Calendar Year	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2002	524	6	580,574	48,776	104,892	629,349	4	49,827	214,638	5%	139%	45%	52%
2003	521	5	112,377	-	22,475	112,377	5	50,781	250,369	5%	101%	0%	0%
2004	522	0	-	-	-	-	6	52,198	301,754	5%	0%	119%	82%
2004	521	4	247,713	-	61,928	247,713	7	53,644	358,017	5%	60%	128%	38%
2005	511	2	137,255	-	68,627	137,255	7	54,753	401,883	5%	27%	143%	39%
2006	500	2	156,622	-	78,311	156,622	8	55,803	450,972	5%	25%	15%	4%
2007	499	2	16,609	-	8,304	16,609	9	55,903	487,008	5%	23%	178%	224%
2008	492	11	906,620	186,620	99,385	1,093,240	9	56,209	533,627	5%	116%	392%	83%
2010	472	2	141,025	300,135	220,580	441,160	10	57,458	579,798	5%	20%	129%	103%
2011	457	8	278,908	316,173	74,385	595,081	11	58,548	621,331	5%	75%	157%	177%
2012	439	12	306,168	795,960	91,844	1,102,128	11	58,555	649,595	5%	108%	399%	251%
2013	424	7	47,363	1,585,065	233,437	1,632,428	12	60,195	706,287	5%	60%	168%	873%
Total	5,882	61	2,931,233	3,232,728	101,060	6,163,961	99	56,199	5,555,280	17%	62%	180%	111%

Notes:

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- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
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Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 1997

Calendar Year	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2002	2,705	2	347,532	183,132	265,332	530,664	4	71,492	251,261	12%	57%	371%	211%
2003	3,061	9	410,840	-	45,649	410,840	5	74,382	353,254	12%	190%	61%	116%
2004	3,096	1	20,568	-	20,568	20,568	6	76,642	461,829	12%	17%	27%	4%
2004	3,048	5	1,004,585	427,676	286,452	1,432,261	7	78,871	572,839	12%	69%	363%	250%
2005	2,993	9	677,055	126,354	89,268	803,409	9	80,727	691,051	12%	105%	111%	116%
2006	2,947	11	482,226	1,987	44,019	484,213	10	81,824	813,171	12%	111%	54%	60%
2007	2,892	10	865,317	136,234	100,155	1,001,551	11	83,309	942,315	12%	88%	120%	106%
2008	2,855	12	703,139	719,776	118,576	1,422,915	13	85,268	1,086,308	12%	94%	139%	131%
2010	2,818	16	703,185	259,740	60,183	962,925	14	87,954	1,248,680	12%	113%	68%	77%
2011	2,766	13	691,773	922,145	124,148	1,613,918	16	90,826	1,414,182	12%	83%	137%	114%
2012	2,662	12	346,802	876,617	101,952	1,223,419	16	94,593	1,529,755	12%	74%	108%	80%
2013	2,559	14	128,584	1,157,560	92,483	1,286,144	17	98,327	1,694,298	11%	81%	94%	76%
Total	34,402	114	6,381,605	4,811,220	98,263	11,192,826	127	86,892	11,058,942	41%	89%	113%	101%

Notes:

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- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
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Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 2002

Calendar Year	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2002	0	0	-	-	-	-	0	51,484	33	0%	0%	0%	0%
2003	480	2	3,816	-	1,908	3,816	0	58,413	16,734	5%	698%	3%	23%
2004	2,762	2	103,211	-	51,606	103,211	2	60,742	104,240	12%	117%	85%	99%
2004	5,901	5	292,117	-	58,423	292,117	4	63,447	273,320	17%	116%	92%	107%
2005	10,363	7	524,976	-	74,997	524,976	8	65,487	542,956	23%	84%	115%	97%
2006	14,848	15	654,313	258,759	60,871	913,071	14	67,422	913,348	27%	111%	90%	100%
2007	16,455	20	1,218,464	721,187	96,983	1,939,651	19	69,748	1,324,224	29%	105%	139%	146%
2008	16,706	19	1,134,900	372,478	79,336	1,507,378	24	71,785	1,758,457	29%	78%	111%	86%
2010	16,454	24	1,558,747	341,175	79,163	1,899,922	30	73,892	2,233,169	29%	79%	107%	85%
2011	16,323	45	1,720,520	2,171,339	86,486	3,891,859	36	76,352	2,760,343	29%	124%	113%	141%
2012	16,293	36	889,617	2,920,530	105,837	3,810,146	43	78,814	3,371,967	29%	84%	134%	113%
2013	16,228	32	192,134	3,340,207	111,414	3,532,341	52	81,360	4,193,878	28%	62%	137%	84%
Total	132,813	207	8,292,816	10,125,674	89,105	18,418,490	232	75,290	17,492,669	81%	89%	118%	105%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
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- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
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Claim Study
CMFG Life Insurance Company
Experience by Calendar Year
Product Series: 2006

Calendar Year	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
2006	0	0	-	-	-	-	0	51,826	18	0%	0%	0%	0%
2007	1,210	0	-	-	-	-	1	49,221	29,567	8%	0%	0%	0%
2008	5,153	4	173,568	3,931	44,375	177,499	3	54,100	153,903	16%	141%	82%	115%
2009	10,011	5	62,420	4,715	13,427	67,135	7	56,234	383,062	22%	73%	24%	18%
2010	15,525	10	198,784	132,178	33,096	330,962	13	57,698	735,049	28%	78%	57%	45%
2011	17,441	20	710,484	1,097,995	90,424	1,808,479	19	58,560	1,102,458	30%	106%	154%	164%
2012	18,018	24	530,233	1,237,514	73,656	1,767,747	25	58,665	1,466,045	30%	96%	126%	121%
2013	18,447	42	43,119	3,775,759	91,755	3,818,878	32	59,370	1,885,458	30%	131%	155%	203%
Total	85,805	105	1,718,608	6,252,092	76,187	7,970,701	99	58,390	5,755,562	65%	106%	130%	138%

Notes:

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Claim Study
CMFG Life Insurance Company
Experience by Attained Age
All Business

Attained Age	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
<60	94,815	49	2,249,122	3,978,865	127,582	6,227,987	36	94,894	3,378,607	69%	137%	134%	184%
60 - 69	119,513	126	3,789,260	8,430,510	194,481	12,219,770	145	156,415	11,186,878	77%	87%	124%	109%
70 - 79	40,336	192	8,470,262	7,000,407	161,621	15,470,669	233	137,740	16,041,609	45%	82%	117%	96%
80 - 89	4,137	117	4,716,509	4,778,200	157,699	9,494,710	132	129,638	8,605,907	14%	88%	122%	110%
90 +	101	3	99,109	233,733	227,458	332,842	12	147,295	649,451	2%	27%	154%	51%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
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Claim Study
CMFG Life Insurance Company
Experience by Policy Duration
All Business

Policy Duration	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	109,372	90	4,312,407	2,858,964	231,954	7,171,371	88	189,596	5,608,965	74%	102%	122%	128%
4 - 6	90,707	171	6,039,511	7,087,994	232,297	13,127,505	162	207,216	11,226,652	67%	105%	112%	117%
7 - 9	39,878	97	4,243,133	7,613,217	377,366	11,856,350	137	234,519	10,667,042	45%	71%	161%	111%
10 - 12	12,163	65	2,483,078	2,246,982	224,777	4,730,060	77	235,349	6,066,116	25%	84%	96%	78%
13 +	6,782	63	2,246,133	4,614,558	1,054,511	6,860,691	93	576,019	6,293,677	18%	68%	183%	109%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
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Claim Study
CMFG Life Insurance Company
Experience by Policy Duration
Single Insureds

Policy Duration	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	21,135	28	2,336,283	1,194,257	397,649	3,530,539	34	182,274	2,106,021	33%	82%	218%	168%
4 - 6	18,317	68	3,232,439	2,215,302	245,216	5,447,740	62	204,763	4,215,482	30%	110%	120%	129%
7 - 9	10,507	42	2,245,946	2,999,841	376,420	5,245,787	64	225,118	4,814,029	23%	65%	167%	109%
10 - 12	5,211	39	1,586,050	1,152,035	209,365	2,738,085	53	221,408	3,915,800	16%	74%	95%	70%
13 +	4,256	55	2,107,716	4,117,979	1,048,495	6,225,695	82	560,341	5,270,551	15%	67%	187%	118%
Total	59,426	231	11,508,433	11,679,413	100,282	23,187,846	295	68,915	20,321,882	55%	78%	146%	114%

Notes:

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- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
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Claim Study
CMFG Life Insurance Company
Experience by Policy Duration
Married Insureds

Policy Duration	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
1 - 3	88,237	62	1,976,124	1,664,707	173,933	3,640,832	54	194,412	3,502,945	66%	116%	89%	104%
4 - 6	72,390	103	2,807,072	4,872,693	219,477	7,679,765	101	208,713	7,011,171	60%	103%	105%	110%
7 - 9	29,371	55	1,997,187	4,613,376	371,102	6,610,563	73	243,538	5,853,013	38%	76%	152%	113%
10 - 12	6,952	26	897,028	1,094,947	234,384	1,991,975	24	269,647	2,150,315	19%	107%	87%	93%
13 +	2,526	8	138,417	496,579	415,679	634,996	11	478,315	1,023,126	11%	75%	87%	62%
Total	199,476	255	7,815,829	12,742,302	80,621	20,558,131	262	74,541	19,540,570	100%	97%	108%	105%

Notes:

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- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
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Claim Study
CMFG Life Insurance Company
Experience by Issue Age
All Business

Issue Age	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
<=49	26,955	21	1,662,462	2,602,499	204,600	4,264,961	10	113,534	1,165,337	37%	203%	180%	366%
50-54	47,175	31	888,947	2,441,615	108,933	3,330,563	27	95,824	2,623,871	49%	112%	114%	127%
55-59	67,391	55	1,059,452	4,365,326	99,332	5,424,779	61	85,063	5,178,133	58%	90%	117%	105%
60-64	63,778	86	3,001,480	4,361,560	85,620	7,363,040	106	73,369	7,752,024	56%	81%	117%	95%
65-69	35,593	108	5,484,691	4,584,238	92,934	10,068,929	140	65,957	9,247,474	42%	77%	141%	109%
70-74	14,239	114	4,563,190	4,701,062	81,159	9,264,252	135	65,806	8,881,074	27%	85%	123%	104%
75-79	3,415	54	1,946,538	879,066	52,683	2,825,604	61	66,543	4,057,478	13%	88%	79%	70%
80+	356	18	717,501	486,349	66,632	1,203,850	17	57,261	957,061	4%	108%	116%	126%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

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- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) This exhibit excludes waiver of premium benefits in both actual and expected results

Claim Study
CMFG Life Insurance Company
Experience by Coverage Type
All Business

Coverage Type	Total Lives	Actual Claims					Expected Claims			Credibility Measure	Actual to Expected		
		Count	Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Home Care Only	4,851	6	161,935	237,541	70,587	399,475	11	57,694	617,407	16%	53%	122%	65%
Facility Only	10,660	20	701,669	1,031,992	87,560	1,733,661	29	88,388	2,548,147	23%	69%	99%	68%
Comprehensive	243,391	461	18,460,658	23,152,183	90,312	41,612,841	517	70,912	36,696,898	100%	89%	127%	113%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) This exhibit excludes waiver of premium benefits in both actual and expected results

Claim Study
CMFG Life Insurance Company
Experience by Benefit Period
All Business

Benefit Period	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Lifetime	36,208	94	5,547,172	7,505,027	139,014	13,052,199	126	100,137	12,594,222	43%	75%	139%	104%
Non-Lifetime	222,694	392	13,777,090	16,916,689	78,234	30,693,778	431	63,229	27,268,230	100%	91%	124%	113%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) This exhibit excludes waiver of premium benefits in both actual and expected results

Claim Study
CMFG Life Insurance Company
Experience by Elimination Period
All Business

Elimination Period (days)	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
0 and 30	62,728	129	5,680,777	6,571,804	94,634	12,252,582	165	69,409	11,430,309	56%	79%	136%	107%
31 to 90	176,295	313	12,422,729	15,108,499	88,085	27,531,228	344	73,877	25,431,698	94%	91%	119%	108%
91 +	19,879	44	1,220,755	2,741,412	89,641	3,962,167	48	62,372	3,000,445	32%	92%	144%	132%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = $(\text{Total Lives} / 200,000)^{0.5}$
- 8) This exhibit excludes waiver of premium benefits in both actual and expected results

Claim Study
CMFG Life Insurance Company
Experience by Daily Benefit
All Business

Daily Benefit	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
0 to 99	52,887	141	5,359,074	5,133,947	74,247	10,493,020	206	44,919	9,239,998	51%	69%	165%	114%
100 to 149	105,559	219	8,164,985	10,524,301	85,391	18,689,286	232	79,566	18,427,768	73%	94%	107%	101%
150 +	100,456	126	5,800,203	8,763,467	115,554	14,563,671	120	101,857	12,194,687	71%	105%	113%	119%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = $(\text{Total Lives} / 200,000) ^{0.5}$
- 8) This exhibit excludes waiver of premium benefits in both actual and expected results

Claim Study
CMFG Life Insurance Company
Experience by Inflation Protection Option
All Business

Inflation Type	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
None	48,809	210	8,896,724	6,375,549	72,609	15,272,273	266	57,457	15,290,119	49%	79%	126%	100%
Simple	30,323	48	1,957,030	2,511,590	93,832	4,468,620	48	93,423	4,476,014	39%	99%	100%	100%
Compound	179,769	228	8,470,507	15,534,576	105,163	24,005,084	243	82,700	20,096,319	95%	94%	127%	119%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) This exhibit excludes waiver of premium benefits in both actual and expected results

Claim Study
CMFG Life Insurance Company
Experience by Home Health Percentage
All Business

Home Health Percentage	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
0 pct	10,660	20	701,669	1,031,992	87,560	1,733,661	29	88,388	2,548,147	23%	69%	99%	68%
1 to 99 pct	57,782	170	7,899,615	7,950,297	93,058	15,849,912	217	64,162	13,918,255	54%	79%	145%	114%
100 pct	179,940	261	9,834,097	13,971,664	91,193	23,805,761	284	74,760	21,266,913	95%	92%	122%	112%
101+ pct	10,521	35	888,880	1,467,763	67,228	2,356,643	27	79,425	2,129,138	23%	131%	85%	111%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = $(\text{Total Lives} / 200,000)^{0.5}$
- 8) This exhibit excludes waiver of premium benefits in both actual and expected results

Claim Study
CMFG Life Insurance Company
Experience by Gender
All Business

Gender	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Female	153,038	316	12,090,787	16,272,479	89,618	28,363,266	368	74,009	27,236,073	87%	86%	121%	104%
Male	105,864	170	7,233,475	8,149,236	90,628	15,382,711	189	66,800	12,626,380	73%	90%	136%	122%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
- 8) This exhibit excludes waiver of premium benefits in both actual and expected results

Claim Study
CMFG Life Insurance Company
Experience by Risk Class
All Business

Risk Class	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Preferred	92,525	118	4,367,869	7,775,939	215,946	12,143,808	178	141,268	12,010,476	68%	67%	153%	101%
Standard	156,734	351	14,474,629	15,117,808	84,354	29,592,438	358	74,184	26,586,452	89%	98%	114%	111%
Sub Standard	9,643	17	481,764	1,527,967	304,690	2,009,731	21	165,776	1,265,525	22%	82%	184%	159%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
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- 4) Severity is defined as incurred claims divided by the count of claims
- 5) Expected Claims are the current projection assumptions and are based on the Milliman 2011 Long-Term Care Guidelines (including Product Factors)
- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = $(\text{Total Lives} / 200,000)^{0.5}$
- 8) This exhibit excludes waiver of premium benefits in both actual and expected results

Claim Study
CMFG Life Insurance Company
Experience by Marital Status
All Business

Marital Status	Total Lives	Count	Actual Claims				Expected Claims			Credibility Measure	Actual to Expected		
			Paid	Reserve	Severity	Incurred	Count	Severity	Incurred		Incidence	Severity	Incurred
Single	59,426	231	11,508,433	11,679,413	100,282	23,187,846	295	68,915	20,321,882	55%	78%	146%	114%
Married - 1 Insured	40,319	72	1,892,364	3,255,365	71,363	5,147,729	83	66,231	5,506,583	45%	87%	108%	93%
Married - 2 Insureds	159,157	183	5,923,465	9,486,937	84,272	15,410,402	179	78,400	14,033,987	89%	102%	107%	110%
Total	258,902	486	19,324,262	24,421,715	89,971	43,745,977	557	71,563	39,862,453	100%	87%	126%	110%

Notes:

- 1) Experience from January 1, 2002 through December 31, 2013
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
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- 6) Claim dollar amounts are discounted using a 4.00% interest rate (both actual and expected)
- 7) Credibility Measure is based on the following formula = (Total Lives / 200,000) ^ 0.5
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**CMFG Life Insurance Company
Long Term Care Insurance
Claim Reserve Retrospective Test**

Test Valuation Date	IBNR	IBNR / Total	DLR + ICOS	Starting Claim Reserve	2009	2010	Claims Paid 2011	2012	2013	Present Value Of Paid Claims	Present Value of Remaining Claim Reserve	Percent Remaining	Retrospective Test Reserve	Amount of Excess / (Deficiency)	Percent Excess / (Deficiency)
12/31/2008	960,000	12%	6,914,698	7,874,698	1,815,013	1,388,432	1,053,712	615,616	469,705	4,849,614	1,884,473	24%	6,734,087	1,140,611	14%
12/31/2009	1,027,000	11%	8,208,685	9,235,685		2,284,467	1,851,464	1,249,967	987,571	5,844,891	3,183,086	34%	9,027,976	207,709	2%
12/31/2010	566,000	5%	10,914,592	11,480,592			2,792,793	2,142,108	1,691,070	6,175,033	4,336,579	38%	10,511,612	968,980	8%
12/31/2011	559,000	4%	14,925,454	15,484,454				3,816,675	3,101,543	6,578,051	8,891,305	57%	15,469,356	15,098	0%
12/31/2012	721,000	4%	18,086,848	18,807,848					4,775,354	4,649,212	15,065,715	80%	19,714,927	(907,080)	-5%
Average =														285,064	4%

Notes:

- 1) Starting Claim Reserve is made up of ICOS, DLR, and IBNR.
- 2) Claims Paid include only claim payments for claims incurred before the test valuation date.
- 3) Present Value of Paid Claims assume middle of year payment and are discounted back to the test valuation date.
- 4) Remaining Claim Reserve as of 12/31/2013 for claims incurred prior to the test valuation date, discounted back to the test valuation date.
- 5) Present values calculated at 5.50% (both paid claims and remaining claim reserve).
- 6) Retrospective Test Reserve is the sum of present value of paid claim plus the present value of remaining claim reserve.
- 7) A minor inconsistency exists between claim incurred dates. The claim reserves are based on CMFG Life's incurred date while the paid claims are based on Milliman's date.